

The NATIONAL WOOL GROWER



Volume XXIII Number 7

JULY, 1933

Tariff Protection Under
a New Name?



An Oregon Lamb Show



What Became of the
1932 Lamb Crop?



Scouring Wool in
the West

Official Organ of the
NATIONAL WOOL GROWERS
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Salt Lake City, Utah

Official Organ of the
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Boston, Mass.

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MARKET AT DENVER

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BEST FOR EASTERN BUYERS

THE NEW RAMBOUILLET

By GUY STAMBAUGH, Manager, Deer Lodge Farms Company, Deer Lodge, Montana

THE NEW Rambouillet—what is it, why is it and how was it developed?

The new Rambouillet is a big, smooth sheep, carrying a long staple, fine fleece of wool. It is a purebred Rambouillet from registered ewes and registered rams. It is without body wrinkles.

Sheepmen of the West have been resorting to all kinds of cross-breeding to meet the changed conditions of their industry. They are making efforts to increase the size of their ewes, to lengthen the staple and increase the weight of their fleeces, and to get smooth lambs.

As a result of such breeding, flocks of scrub sheep have been produced with wool of all grades and quality and lambs without uniformity.

The new Rambouillet was developed to meet the changed conditions in sheep production. The old Rambouillet was bred and developed at a time when wool represented two thirds of the sheep income and mutton one third.

Now, lambs bring in two thirds of the sheep income and wool one third, and wool is bought on its merits. The heavy shrinking, short wool is no longer wanted. Lamb buyers no longer want the wrinkled lamb, and the lamb feeder will take him only at a discount.

The new Rambouillet is a dual purpose sheep, for the production of big, smooth, mutton lambs and a heavy fleece of long staple, light shrinking, fine wool. In the development of these sheep, open-faced ewes and rams have been used. This selection, added to the fact that smooth sheep do not have skin wrinkles underneath the eyes, has produced sheep free from wool blindness, making them better doers on the range.

Their herding instinct makes them easy to handle on the plains or in the mountains. Their heritage is such that they

have stamina to stand the drouths of summer and the blizzards of winter. These characteristics make them champions of the range.

At Deer Lodge Farms we discerned the necessity of a new type Rambouillet over 10 years ago. With 5,000 purebred ewes, development of such a Rambouillet was undertaken. That the product of this development meets the approval of breeders is evident.

At the last Wyoming ram sale, the three high selling studs were from Deer Lodge Farms; also, the high pen, and this concern had the high average of the sale. At the 1932 Montana state ram sale, we had the two highest priced studs and the high selling pen.

During the 1932 shearing, wool buyers showed great interest in the type of sheep and wool produced on this ranch. One Boston buyer declared that the clip was the best fine wool clip he had ever seen, having unusual length of staple, great character and light shrink. It was pronounced a straight warp, fine wool clip.

This new Rambouillet has attracted attention outside of the United States. We shipped studs and ewes to China in 1931, for crossing with the native sheep. Here is the report received concerning them:

"The sheep, lambs, have been getting along well and have grown considerably since arrival. I shall have prepared and sent to you samples of wool from the Chinese sheep, next week. You may be interested to have records of shearing of local sheep. The Taiku sheep, on the average, shear 14 ounces of wool. They have later about as much hair. Another type of Shansi sheep, with longer wool, shears an average of about two pounds of wool. Our new Rambouillet ewes, received from you, sheared 16 pounds."

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A hog running around on a farm in the corn belt may have a value of 3c a pound, but if the hog is taken to market, slaughtered and cut up into ham and bacon and pork loins, etc.; if some portions are put through curing and manufacturing processes; if all parts are shipped to consuming centers and are distributed among the retail dealers, cut up to meet consumer requirements and

then delivered at the kitchen door—it is obvious that the meat is only a portion of what the consumer really buys.

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T. H. Lee
President

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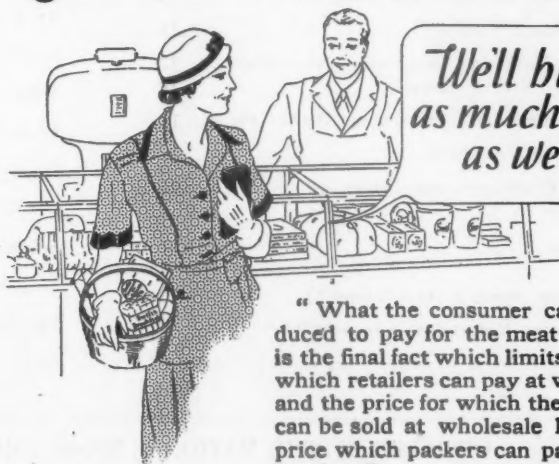
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THE EIGHTEENTH ANNUAL NATIONAL RAM SALE
September 12-13-14, 1933
SALT LAKE CITY, UTAH

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as much meat
as we can*

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—From a U. S. Department of Agriculture bulletin.

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The NATIONAL WOOL GROWER

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and the
NATIONAL WOOL MARKETING CORPORATION

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Editorial Comment on Sheep and Wool Affairs

The recovery of prices of most commodities continued to advance through the past month. Stocks and bonds have gone steadily upward in spite of failure of the London Conference to accomplish anything during its first three weeks. The stock market rise is attributable to the fall of the dollar in foreign exchange. Predictions of a reaction in the stock market are quite frequent, but this need not be true of commodities. Wool continues its advances at home and abroad and mills report heavy bookings of fall business.

Opinions still differ as to the soundness of the general price improvement that has been recorded. Fear of reversals through dying out of inflationary effects seems to be lessening. Except for decline of the dollar in foreign exchange, no truly inflationary measures have as yet been taken, although they probably will be used if needed to bring prices back to a point more favorable to debtors.

The advance that has taken place in lamb prices during the last two months is attributable to the improvement in the markets for wool and other by-products of lamb slaughtering. On a meat basis recent prices are far from encouraging in spite of the marked decline in lamb shipments. Practically no imported lamb now reaches the American market. Prices are low in foreign markets, but the import duty of 7 cents makes it unprofitable to export to this country.

The wool tariff is now fully effective. At Boston most grades of domestic wool are about two cents per pound below the quoted price on corresponding grades and quality from abroad. That is as high as the tariff can be effective for any length of time because at complete equality with costs of imported wool, the buyer would have no inducement to take the home-grown clips. New Zealand three-eighths-blood wools in bond at Boston now are quoted at 40 cents (clean) and the domestics at 65 cents. The difference of 25 cents falls short of the 34-cent duty partly because the imports are partially sorted and more valuable to the mill on that account. There is also room for a small further advance in the Boston price before reaching the import parity.

Over one third of this year's clip has been taken by the mills. Over 10 cents of the today's average grease price of territory wools is due to the tariff.

General Johnson, Administrator of the Industrial Recovery Act, appears to be going rather slowly in working out the plans and agreements under which most industries were expected to operate with immunity from prosecution under the anti-trust laws. At first many of the industrial leaders were enthusiastic over the new plan. Later they found that the raising of selling prices was not favored and that the first aim of the government is to shorten working hours, increase wages, and get more men employed.

There has been no announcement of any plan or action that would affect agriculture, although the packers have representatives at Washington for discussion of cooperation under the plan.

Any trade agreements that might be worked out in administration of the Industrial Recovery Act in connection with the processing or distribution of farm products are allocated to the jurisdiction of the Secretary of Agriculture, to be handled by the Agricultural Adjustment Administration.

Two months after passage of the Agricultural Adjustment Act, Secretary Wallace has announced that operations on wheat and cotton are to be started. These were included in the nine "basic agricultural commodities" in connection with which the Secretary has power to collect process taxes and to distribute the collections among farmers who join the plan for controlled production. Hog prices have lost much of the gain made following the passage of the law and it is probable that a program of reducing corn and pork production soon will be launched with payments to farmers from the proceeds of a processing tax on hog products.

There is no reason to expect any governmental activity in connection with sheep or cattle though a higher level of hog prices should be a boon to the meat trade generally.

Tariff Protection Under A New Name?

THE first four months of the new administration have brought no positive action in connection with the tariff.

Just before adjournment of the special session of the 73rd Congress, President Roosevelt announced he would propose no tariff legislation, and abandoned the idea of having Congress transfer to him its power of determining rates of duty to be collected on imports. This ensures no tariff tinkering earlier than next January when Congress will again be in session and of course it would then take weeks at least for reaching a decision on any phase of the protective tariff.

It had been thought certain that the President would request and receive the power over tariff rates in time to permit him to use it at the London Economic Conference in obtaining reciprocal trade agreements with many of the 66 nations represented there, but for some unannounced reason this was not attempted.

Around Washington it was felt that the visits and preliminary conversations with the countries who sent representatives to prepare the way for results at London brought to light many serious difficulties to be surmounted in finding outlets for American surplus crops and manufactures without being compelled to admit materials or goods that would lower the market for home producers or laborers. The President was quoted as being deeply impressed with the danger of injuring the domestic market as well as with the extreme difficulty of reaching satisfactory agreements that would admit a larger volume of American products into foreign markets. Some of his close advisers in their series of published articles began to discuss "economic nationalism" and the possible necessity of concentrating attention upon a large measure of economic and commercial independence for the United

States. This is an alternative to the former announced policy of expanding foreign trade by reduction of tariffs and negotiation of reciprocal agreements with other countries supposed to be anxiously awaiting such arrangements. It developed though that these countries were ready to come into our markets and displace American labor and producers to any extent, but that they were extremely hard traders when it came to discussing what privileges or openings would be accorded to this country in exchange.

So that this much vaunted and wholly reasonable idea of "economic nationalism" seems to be another name for what was formerly aimed at under the policy of making tariffs to protect home industries, and of having no duties to hinder the entrance to us of products of other countries which cannot be produced here with efficiency and economy.

Notwithstanding President Roosevelt's laudable caution and deep concern for the domestic market, Secretary of State Hull, as chairman of the United States official delegation to the London Conference, waxed eloquent in one of his early addresses there in deriding and ridiculing what he termed the antiquated and wholly unfriendly idea of "economic nationalism." The Secretary, apparently, would have all kinds of goods move in maximum volume between nations whether or not such movement was economically justifiable or necessary. Such international trade would create good will, permit settlement of monetary exchange between nations and perhaps allow payment of international debts. The cost of such removal of all trade barriers, to be paid by American industry, was not discussed by Secretary Hull.

Another Tennessean, Congressman McReynolds, a delegate to London, also appears to be in opposition to the views of the President's intimates. With what may be rather

questionable taste, Mr. McReynolds recently regaled an important conference committee with a discussion of the evils of economic nationalism, and so far drew on his imagination as to tell the world that unpopularity of the Tariff Act of 1930 was responsible for the election of Mr. Roosevelt.

Strangely enough, it begins to seem that it is some of those college professors who always have been regarded as inherent free traders who have acquired broader and more practical views and now counsel the President of the United States in following a policy of maintaining domestic employment and stability, though with high regard for fair and friendly relations with foreign nations.

Professor Moley, who holds the position of Assistant Secretary of State, has written considerably about the present difficulties in increasing foreign trade and on the value and meaning of a high degree of national economic self-sufficiency, or economic nationalism.

Another professor, W. B. Donham, dean of the Graduate School of Business Administration at Harvard, while not listed as of the official family at Washington, has recently spoken along the same line. He quotes these words from the President's inaugural address: "Our international trade relations, though vastly important, are in time and necessity secondary to the establishment of a sound national economy."

In his discussion of wise American policy under the present conditions, Professor Donham says:

In my view not only can relative self containment be the solution of our problem of depression, but it is the only possible solution. The course we now pursue requires neglect of our domestic problems, a wholly improbable degree of international cooperation, great social readjustments at home, and periods of time for its attainment within which our social structure may disintegrate.

For some months at least this country is assured of freedom from

THE EIGHTEENTH ANNUAL NATIONAL RAM SALE

September 12-13-14, 1933

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theoretical tariff tinkering. It is reasonable to expect that the President will retain the counsel of his intimate advisers whose help already has been so valuable, and that while some Cabinet members may be indulged in their advocacy of reckless internationalism, the country will be directed with first regard for safety and fairness to domestic business.

Correction in Statement on Forest Grazing Fees

IN presenting the new plan for determining national forest grazing fees in the June issue of the National Wool Grower, the following statement was made:

Under this plan (basing the fees on market prices of lambs) the relationship of this year's fees to the average market price of the previous year will be the same as the relation between 4.5 cents per head per month to the average farm price of lambs in the eleven western states over the period 1920 to 1932. The average farm price during this period as compiled and reported by the Department of Agriculture is 4.18 cents.

The last sentence of this paragraph should have read: "The average farm price during the period as compiled and reported by the Department of Agriculture is 9.17 cents."

The 4.18 cents represents the average price of lambs in 1932, upon which the grazing fees for 1933 were determined. As 4.18 cents is 46 per cent of the 1920-1932 average price (9.17 cents), the 1933 grazing fees are 46 per cent of the regular scale (4.5 cents per head) or 2.05 cents per head per month.

SHEEPMEN'S CALENDAR

National Ram Sale, Salt Lake City,
Utah, September 12-13-14.

Colorado Wool Growers' Convention:
Steamboat Springs, July 24-25.

Idaho Ram Sale: Filer, August 16

Idaho Wool Growers' Mid-Year
Meeting: Twin Falls, August 16.

Oregon Ram Sale: Pendleton, August
29.

Government Financing

ON May 31, 1933, the Federal Land Banks were carrying 339,324 land loans amounting to \$1,102,890,767.

In the first five months of this year 3,915 loans were made for a total of \$13,730,731.

Regional Agricultural Credit Corporation loans made up to May 27 were 106,394 in number and represented \$136,017,201. The amounts loaned in each of the 12 districts are shown below, opposite the name of the city in which the head R.A.C.C. is located.

DISTRICT	AMOUNT LOANED
1 Albany N. Y.	\$ 3,127,478.11
2 Baltimore, Md.	774,249.26
3 Raleigh, N. C.	3,707,000.14
4 Columbus, Ohio	1,376,979.00
5 Jackson, Miss.	3,429,324.07
6 St. Louis, Mo.	3,062,673.21
7 Minneapolis, Minn.	22,949,009.06
8 Sioux City, Iowa	31,768,965.95
9 Wichita, Kansas	17,477,196.34
10 Fort Worth, Texas	10,995,938.67
11 Salt Lake City, Utah	11,611,309.16
12 Spokane, Wash.	25,737,078.40
TOTAL	\$136,017,201.37

Commission Rates Reduced at Kansas City

THE first important decision rendered by Secretary Wallace in connection with stockyard affairs was announced on June 14. By that decision the charges for selling livestock at the Kansas City market are reduced considerably below the charges previously in effect. The new rates are to be operative July 14.

The rates decided upon by Secretary Wallace are also materially lower than those approved and ordered by former Secretary Hyde on May 18, 1932.

The former proceeding which led up to the decision of Secretary Hyde was discussed in detail in the Wool Grower for June, 1932. The original public hearing started on December 3, 1930, and closed on February 10, 1931. For some reason Secretary Hyde delayed final action in the case until May 8, 1932. He then ordered in a new set of rates which included a charge of \$17 per double deck car of sheep in place of the previous rate of \$20 per car. It was this decision that was criticised severely by the Wool Grower last year as being higher than could be justified on the basis of facts contained in the record of the proceedings. However, the attorneys for the Kansas City commission men petitioned for a rehearing. The previous consideration of the case had been based on an audit of the business done by the various commission companies up to 1929. It was argued in the petition for rehearing that changes in conditions since 1929 made the decision of May, 1932, untenable. Secretary Hyde granted the petition and the second hearing of the case occupied from October 6 to November 16, 1932. The oral argument in the second proceeding was held before Secretary Wallace's representatives on March 24 and the commission men filed their brief on April 15.

The rates decided upon by Secretary Hyde in May, 1932, were never placed in effect. Pending the re-

hearing which had been granted, the commission men filed a voluntary scale of charges which represented a material reduction from the old rates. It is these voluntary rates which are now in effect and which will be further reduced on July 14.

The present charges for selling sheep at Kansas City are calculated on a per head basis. This is the first instance in which tariffs have been filed on the head basis. The same plan is also employed in the calculations of selling charges as prescribed by Secretary Wallace. The old and new rates for carload sheep are shown as follows:

OLD AND NEW COMMISSION RATES ON CARLOAD SHEEP

OLD	
First 120 head in each car.....	10 cents per head
Additional head over 120 head to 160 head.....	5 cents per head
Each additional head over 160 head.....	4 cents per head
On this basis the old rate at Kansas City amounts to \$17.60 for a car of 250 head, and \$19.60 for 300 head.	

NEW	
For the first 10 head in each 300 head.....	25 cents per head
For the next 50 head in each 300 head.....	15 cents per head
For the next 60 head in each 300 head.....	5 cents per head
For the next 130 head in each 300 head.....	2 cents per head
For the next 50 head in each 300 head.....	1 cent per head
On this basis shippers will now pay \$15.60 as commission on a car of 250 head and \$16.10 on cars of 300 head.	

The principles underlying the determination of reasonable commission rates and on which the new rates are based are set out in Secretary Wallace's decision as follows:

The Packers and Stockyards Act provides that if, after investigation, the Secretary of Agriculture finds commission rates in effect at a livestock market to be unjust, unreasonable, or discriminatory, he shall prescribe rates that are just, reasonable and non-discriminatory, or the maximum or minimum rates, or the maximum and minimum rates, which are just, reasonable, and non-discriminatory. In arriving at such a schedule it is necessary to adopt a guide to reasonableness. The guide adopted in this case is that under ordinary conditions as they prevail on the Kansas City market, a sched-

ule of rates should be high enough to produce sufficient gross revenue to pay all reasonable costs and a reasonable compensation for management and risk, that is, a reasonable profit, to the owner or owners of any firm which receives enough livestock to enable it to handle its business in a reasonably efficient and economic manner. This principle was followed in the Omaha Commission Rate Case, and was approved by the Supreme Court of the United States in the case of Tagg Bros. and Moorhead, et al, vs. United States (280 U. S. 420).

The chief difference between the present decision of Secretary Wallace and that of his predecessor is found in that the Wallace rates, figured on the basis of 250 head of lambs per car, are \$1.40 per car lower. On the basis of 300 lambs per car the difference is \$3.50 in favor of the shipper. The audit of the commission men's records showed that the average loading of all cars at the Kansas City market is 250 head.

Direct comparison of the amounts allowed as reasonable to be charged in the two decisions is difficult to make on account of the fact that in the later decision the figures are all given on the per-head basis. The chief difference, however, is in the fact that the rate prescribed in the Wallace decision includes only \$1.63 per car in addition to the total of the ten items of charges which were ruled upon as being reasonable. In the case of the former decision there was an unexplained discrepancy of over \$5.00 per car.

The amounts allowed in the present decision as reasonable under the different heads in the case of sheep are as follows:

	Cents Per Head
Salesmanship	1.40
Yarding Salaries	0.80
Yarding Expenses	0.04
Office Salaries	1.00
Office Expenses	0.50
Business Getting and Maintaining.....	0.59
Administrative and General Expense.....	0.50
Insurance	0.13
Interest	0.40
Total Cost	5.36
PROFIT	
To Cover Management.....	0.40
To Cover Uninsurable Risks.....	0.04
Total Reasonable Cost and Reasonable Profit	5.80

The allowance now permitted under the head of business getting and maintaining amounts to \$1.47 per car of 250 head, as compared to \$1.25 per car under the former decision. It was on this point that the Wool Grower took strong exception to the decision of 1932, and it still objects to the policy of compelling shippers to pay expenses incurred by commission men in securing the patronage of shippers. The arguments made previously by the witnesses for the wool growers and again repeated in the Chicago hearing late in May are adequately and strongly corroborated in the language of the present report. Unfortunately that language is quite inconsistent with the ruling made. The Secretary's language in this connection is as follows:

An amount reasonably necessary for business maintenance is an item properly coverable into a schedule of reasonable rates. Any expenditure above this amount directed toward increasing the volume of business should be recouped from the additional business obtained. Competition in the commission business is extremely keen and results in a race for getting business which does not manifest itself in a reduction of rates but consists largely in efforts by each market agency to take some of the business away from the other market agencies. Since the rates of most of the respondents are uniform, there is little inducement for the shipper to select one market agency in preference to another because of the rates charged. Business is attached in many cases by reason of ties of personal friendship; in other cases by the estimate of the character of services rendered. Each market agency holds its services out to be of the highest quality and endeavors to convince the shipper of this fact. Under these conditions the amount expended for business getting and maintaining is limited only by what can be afforded under the existing rates, whatever they may be, and by such limits as the respondents impose upon themselves. If excessive expenditures on this account be covered into a rate schedule, every shipper pays to have himself persuaded to send his livestock to one commission firm rather than to another which presumably can serve him equally well. Moreover, as already pointed out, some of the expenditures incurred to get and hold business are covered in general expenditures and in the salaries of salesmen employed, in part at least, on account of the business which they control as well as on account of the salesmanship which they perform. On the basis of all the facts in the record it is found that the reasonable

amount to be covered into rates and paid by the shipper on account of business getting and maintaining should not exceed 10 per cent of the total reasonable cost, and reasonable profit.

It will be apparent to every shipper who studies the basis of determining commission rates that the arguments and statements above quoted cannot logically be considered as requiring that shippers pay \$1.50 per car to reimburse commission concerns for their expenditures in securing business. It should be said, however, that the amount now allowed to be incorporated in the rate is materially less than that found to have been expended. In the case of the six houses having the largest shipments of sheep in Kansas City, it was shown by the audit that their average expenditure in this connection in 1931 amounted to practically 2 cents per head, or \$2.50 per average car.

The present decision allows, under the head of profit, .4 cents per head for expense of management and .04 cents for uninsurable risks. In this connection the decision sets forth that allowance should fairly be made to cover the compensation for management and the carrying of uninsurable risks, this in addition to the various items set forth above. It is reported that the actual cost of management was found to vary from 80 cents to \$1.00 per car. In the case of sheep this would be .4 cents per head and the amount allowed to be incorporated in the charge was .4 cents. In respect to the minor charge of uninsurable risks, the report lists under this heading and as not being included in the main list of items of expense, the commission men's liability in connection with defective titles to livestock sold, errors in accounting processes, failure of purchasers to make payments, and litigation arising on account of bank failures.

There were 61 active firms on the Kansas City market in 1931. The record shows that 11 of these firms handled over 50 per cent of the business and 25 firms handled over 75 per cent of the entire volume of receipts.

The rate of \$17 for selling double deck cars of sheep was accepted at the time of the former decision by the Producers Commission Association and the Farmers' Union houses at the Kansas City market. These rates, lower than the rates of the old-line houses, have been charged since June of last year and will now be further lowered to conform to the recent decision.

Directors of Meat Board Consider Year's Work

A TOTAL of \$204,000 is expected to be available for promoting meat consumption through the National Live Stock and Meat Board during the 12 months beginning July 1. Consideration and adoption of the budget in that amount occupied first place in the attention of the directors of the Board in their annual meeting at Chicago, June 22-24.

The income of the Board has been materially increased by advancing the amount of the per-car collections to 25 cents at nearly all of the principal markets. Under the enlarged program thus made possible, the Board will maintain three meat cutting demonstrators and will have in operation two series of meat cooking demonstrations. These meat cooking demonstrations are conducted in the larger consuming cities and are usually managed in cooperation with a newspaper, or gas or electric company.

Charles D. Carey of Wyoming, was re-elected chairman of the National Live Stock and Meat Board, with Thomas E. Wilson of Chicago as vice chairman, Everett C. Brown, Chicago, treasurer, and R. C. Pollock, Chicago, secretary and general manager.

The board of directors is made up as follows:

Representing producers: H. W. Farr, Greeley, Colo., of the Colorado-Nebraska Lamb Feeders Association; D. M. Hildebrand, Seward, Nebr., of the Interstate Livestock Feeders and Growers Association; Charles D. Carey, Cheyenne, Wyo., and O.

M. Plummer, Portland, Ore., of the American National Live Stock Association; C. E. Hearst, Des Moines, Ohio, and E. C. Smith, Chicago, Ill., of the American Farm Bureau Federation; F. R. Marshall, Salt Lake City, Utah, of the National Wool Growers Association; J. H. Mercer, Topeka, Kans., of the Kansas Livestock Association; Arden D. McKee, Creston, Ia., and Fred H. Moore, Rochester, Ind., of the National Swine Growers Association; E. B. Spiller, Fort Worth, Tex., of the Texas and S. W. Cattle Raisers Association; W. H. Tomhave, Chicago, Ill., of the National Society of Record Associations; A. Sykes, Ida Grove, Ia., of the Corn Belt Meat Producers Association.

Representing marketing agencies: Everett C. Brown, Chicago, Ill., and W. B. Tagg, Omaha, Neb., of the National Live Stock Exchange; and Charles A. Ewing, Decatur, Ill., of the National Live Stock Marketing Association.

Representing packers: Thomas E. Wilson, Chicago, Ill., and T. George Lee, Chicago, Ill., of the Institute of American Meat Packers.

Representing retailers: C. H. Janssen, St. Paul, Minn., of the National Association of Retail Grocers; G. A. Steindl, Chicago, Ill., of the National Association of Retail Meat Dealers.

The annual report of R. C. Pollock, secretary and general manager, showed that the year 1932-33 had been marked by an expansion of activities along every line. New projects were introduced and there had been an intensification of projects already under way. The report revealed that never in the history of the organization has there been such a nation-wide interest in the subject of meat.

Greetings were received from President Roosevelt congratulating the Board on its constructive program in behalf of the livestock and meat industry, and asserting that the progress made by this organization representing all branches of the industry, was a tribute to the value of cooperation in working out mutual problems.

President Carey reviewed the results of ten years of work on behalf of meat as done by the Board.

A complete printed report of the year's activities was presented to each of the directors under the appropriate title of "A Decade of Progress (1923-1933) in the Interests of Meat."

Stores Push Lamb

LAMB has been advertised in special manner in recent weeks by two of the large food chain stores in the western part of the country, Safeway and Piggly Wiggly.

Safeway launched what it terms, the Second Annual Safeway Producer-Consumer Benefit Campaign on Lamb, on June 24, the drive continuing until July 1. Advertisements of the chain in the Omaha Bee and the World Herald, the two leading newspapers of Omaha, pictured a band of lambs rounded up for the trip to market and recited the desire of Safeway Stores to help the lamb growers "move their flocks into markets quickly." The fact that lamb is so well adapted to warm weather menus was also emphasized.

The Piggly Wiggly advertisements, in the same papers, bore the caption, "Lamb The Summertime Meat," and tempted the appetite for it with a reproduction of a roast leg. "Liven up lazy summer appetites with lamb," the copy advised. "Its tender lean meat, wholesome and easily digested makes it ideal for warm weather."

In San Francisco the two chains combined in their boost for lamb and their large advertisement showed a "mob" of lambs moving past the Palace Hotel and down Market Street in San Francisco. As these drives were company-wide ones, undoubtedly a good deal of attractive publicity was given to lamb all over the western and middle western territory.

The advertisements in Omaha for both Safeway and Piggly Wiggly offered legs at 22 cents, chops at 25, and shoulder steaks (the right way to sell shoulders) 2 pounds for 29 cents; in San Francisco legs and loins were priced at 18 cents a pound and chops at 22 cents.

Selling campaigns of this kind bring much benefit to everyone connected with the production and dis-

tribution of lamb; at least we hope that these chain stores will not be entirely without compensation for their efforts on behalf of the producer and consumer. It was a campaign somewhat similar, though more intensive, that the National Wool Growers Association tried out in Omaha in the fall of 1931. That was a part of the lamb advertising program which the National Association and its affiliated state organizations planned to carry on and expand to proportions that would really mean something to the producer, when the depression and consequent lack of funds called a halt.

The results of the 1931 Omaha lamb sales drive brought out plainly that such methods are effective. After a week of lamb cutting and cooking demonstrations conducted by the National Live Stock and Meat Board, a newspaper advertising campaign was carried on in the Omaha Bee for a period of one month under the direction of Mr. Erle Racey. And a check of the lamb sales made during the drive showed increases all the way from 50 to 200 per cent in the different shops.

No report has yet come in about the outcome, in actual increased sales of lamb, of the recent selling campaigns of the Safeway and Piggly Wiggly people, but they too should be very encouraging. The time of their drive did not fit in very well with the large later shipments of range lambs, but in defense of their selection, the Safeway Stores claim that it seemed best for a "company-wide, which is almost nation-wide" campaign, and state that it is their intention to hold local campaigns in the western states during the fall shipping season.

Meeting of Suffolk Breeders

A MEETING of the American Suffolk Sheep Society will be held at the Cullen Hotel, Salt Lake City, Utah, at 8 p. m., Monday, September 11, 1933.

Around the Range Country

WYOMING

The month was hotter and drier than usual, so hot the soils dried out more rapidly than moisture was added nearly everywhere. Good local showers occurred but they are as a rule insufficient and more rain is needed to prevent the cessation of forage growth. Livestock have, however, stood up well, because forage has been ample in quantity; and in most sections they are reported to be in good shape.

Arminto

We have had a very dry June. From present appearances (June 22), the summer range will be late and not very good.

Our lamb crop was under that for 1932.

Private leases for grazing lands are probably 15 per cent lower than in 1932.

Wages for herders are \$35 to \$40 a month and for camp tenders, \$40.

J. T. Basket, Jr.

MONTANA

One or two excessively warm weeks, with the rest of the month warmer than usual, made this a month requiring a great deal of moisture. Showers occurred in beneficial amounts over the western and northern portions relieving the drought temporarily, but all sections have been in need of good, lasting rains. The last two or three days of the month brought some more good showers, but they were local, or too light. Forage is sufficient and livestock are generally in good shape.

Musselshell

June weather and feed conditions have been excellent and summer range prospects are the best since 1928.

The number of lambs raised this year is about the same as last. I haven't heard of any contracts or sales of lambs.

THE notes on weather conditions, appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of June.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and of importance and significance to wool growers.

Herders and camp tenders are being paid \$30 a month.

Railroad, state, and private grazing lands can be leased, on an average, at one half less than in 1932.

T. F. Archer.

IDAHO

Warm weather prevailed with only one or two cool spells. Precipitation was ample over the panhandle section early in the month, but the entire state has become quite dry and ranges are in need of a general rain. Livestock, however, are still in satisfactory condition as the season is not far along. A great deal of hay has been cut.

Standrod

Feed has been good, but as we have had no rain since May, it is drying up fast on the lower range (July 1). The summer range is also showing the effects of the drought.

I would say that lambing results this year were about the same as last. There have been no sales of lambs here that I know of, but prices are higher for yearling ewes than they were last year.

Herders are getting around \$45 a month and camp tenders from \$35 to \$40.

I would like to see a small bounty, uniform in all the western states, put

on coyotes and bobcats and kept there. I have been annoyed by coyotes a great deal the last two years during lambing.

Grazing lands are costing about as much as in former years to lease.

Max C. Barnes.

Burley

We have had hot and windy weather, but no storms during June, and feed on the lower range is getting very dry (June 20). Rain is also needed on the summer range, as the forage there is commencing to get dry.

From the information I have received, the lamb crop this year is about 10 per cent less than that of 1932.

Wages for herders range from \$40 to \$45; camp tenders are getting \$30.

Sam Banner.

WASHINGTON

Livestock did well generally over the state during the month, as pasturage was good everywhere, with no notable exceptions. The month began cool, wet and backward, and while some unusually warm weather occurred later it only served to promote vegetation growth, and not to bring about a droughty condition anywhere. As a rule it was favorable at haying time.

Connell

Cool weather during June has helped the lower ranges to mature forage after sheep left for the mountains. Summer ranges on the foothills are holding up longer due to late spring, and early lambs should be shipped a little later than in former seasons.

I judge the lamb crop is about 10 per cent short, with perhaps a slight reduction in breeding ewes. No sales of lambs have been reported yet. Shipments of early lambs will be later than in former years, the earliest one going on July 6. The bulk

will start about a week later. All of them will be shipped direct to eastern markets by the growers themselves, no buying being done by speculators or direct by packers. Coast packers seem to be able to fill their needs in Portland and Seattle stock yards and with trucked-in stuff. This deprives the range man of this market. Local freight rates are also against him; in some instances, the charge is almost 50 per cent of the rate to eastern points.

Some shorn yearling ewes have changed hands at \$5.50, a head, I understand.

The prospects for wintering sheep are none too good, as the alfalfa was nearly all winter killed and not much reseeded was done. Grain promises also to be higher. Leases have been, as a whole, somewhat reduced, about 20 per cent, except private lands in the forests. They seem to be hard to readjust.

The bulk of the sheepmen are financed by the R.F.C. and the Intermediate Credit Bank, which leaves little free wool, and has made Portland about the best wool market, as wools financed by government funds have not yet been offered for sale.

Wages for herders are \$40 and \$45 a month, with top hands getting \$50. Camp tenders are getting \$40.

George Hendricks.

Tonasket

June has been a very dry month; feed will be good on the summer range.

Fewer lambs were raised in this section this year; about 10 per cent short of the 1932 yield. No deals of any kind have been made on lambs, either fat or feeder, delivered at the railroad.

The rates charged for leasing grazing lands owned by individuals, the state, or the railroads remain the same as in 1932.

R. A. Nixon.

OREGON

This was a good month on the range and among livestock generally in the state, but more especially

over western counties. Rains were ample and frequent enough for pasturage, yet not so heavy nor frequent as to interfere seriously with haying for any considerable length of time. Pastures and ranges are generally good to excellent, and livestock are in good condition, making satisfactory gains.

Oakland

Early summer weather conditions have been good and summer range feed will be fine. We only raised about half as many lambs as in 1932. Five cents has recently been paid for fat lambs and 3½ cents is being paid for feeders, delivered at railroad points. I have also heard of sales of shorn yearling ewes at \$2.50.

Lease rates for grazing lands remain the same.

Frank Gorrell.

Richmond

We had good spring range feed this year. We averaged about an 80 per cent lamb crop this year in comparison with one of 85 per cent in 1932. We went through the winter with about a 7 per cent loss in old ewes and the lambing and shearing seasons were much better than they were last.

I think lease rates on private grazing lands and railroad and state lands are somewhat lower than last year.

H. K. Donnelly.

Baker

Spring was very backward here and the early lambs were not so good as usual. There was plenty of moisture and good feed during May and early June. About 75 per cent of all the alfalfa hay has been killed by winter freezing. Wild hay is going to be good and I am afraid that farmers are going to ask more for hay than stockmen can afford to pay. Grazing lands are being leased at the same rates as in other years.

Our winter loss was about 5 per cent, and during lambing and shearing our losses were a little larger than they were last year. Our lamb crop was not as good as in 1932.

Chas. H. Colton.

CALIFORNIA

Hot weather over the interior during the last two weeks was unfavorable for pastures and ranges, which had become too dry to afford enough feed for the livestock using them in some sections. Livestock have held up in condition fairly well, however, as the season is not yet far advanced. Good hay harvesting weather prevailed, and this work progressed favorably. Most of the state's grazing cattle are on mountain ranges.

Skaggs Springs

Feed has stayed green until now (June 22), so it was an excellent ending to a tough year. There is plenty of reserve dry feed left and ranges should get a good seeding for next year.

Our lamb crop was only 50 per cent of the 1932 yield. For fat lambs delivered at the railroad we got 5¼ cents per pound and for feeders about 4 cents. No shorn yearlings have been sold around here.

Leases for private grazing lands are about the same as last year.

T. F. Baxter, Jr.

Willits

Feed conditions in the north coast area of California were greatly improved by late spring and early summer rains. Prospects for feed this summer and fall are very good, with an excellent acorn crop in sight, in addition to range grasses and browse. Sheep are not herded in this section, but are grazed in large fenced areas.

The 1933 lamb crop only reached about half the number raised in 1932. For fat lambs delivered at the railroad we got 5 cents; for feeders, 4 cents. Shorn yearling ewes have recently been sold at \$2.50 to \$3.75 per hundredweight.

All the grazing areas in the Mendocino fine wool section are privately owned lands, and the lease rates remain as they were a year ago.

D. T. Bennett.

(Continued to page 30)

AN OREGON LAMB SHOW

The Douglas County Lamb Show on the Streets of Roseburg, Oregon.



The Wool Exhibit at the Douglas County Show.

THE second annual Douglas County spring lamb show was held at Roseburg, Oregon, June 24, with more entries and a better attendance than last year. On one of the main streets of Roseburg pens were installed and there 197 of the finest lambs grown in Douglas County were exhibited.

Inaugurated last year, the first strictly market lamb show in the United States, as a means of drawing attention to the lamb production program of the county being promoted by J. C. Leedy, county agent, and H. A. Lindgren, livestock extension specialist, the show has attracted wide interest. There were visitors this year from many adjoining counties. A Curry County delegation that visited the show expects to duplicate it at Gold Beach in July.

There were 197 fine lambs exhibited this year compared with 129 a year ago. In addition a dressed lamb show with five carcasses in competition was introduced this year so that growers could see not only a good live lamb but a good carcass. There were 18 fleeces entered in the wool division. Approximately 1000 persons attended the show, 500 of whom were genuine wool growers from Douglas and adjoining counties.

Of what value is this show? Here

is the answer of Willard Smith, Glide, vice president of the Douglas County Livestock Growers, sponsors of the show in cooperation with the Roseburg Chamber of Commerce and the State College Extension Service. "The most outstanding point of value in the lamb show from the growers' viewpoint is the knowledge of what the market demands in weight, size, finish, etc. to make top grade lambs. This fact was forcibly brought out this year by the only real means available—comparison."

The keenest competition developed in the pens of five market lambs in which class there were 25 entries. Forrest Taylor, Swift and Company, considered one of the best market lamb judges in the country, placed the ribbons. A pen of five high grade Shropshire lambs owned by Ralph Cockeram, Oakland, took first; Russell Stenhauer, Lookingglass, took second, and George Kohlhausen, Roseburg, third.

A short program was presided over by L. E. Goodbourn, president of the Douglas County Livestock Growers. Speakers included Forrest Taylor, George A. Pierson, president Portland Union Stockyards Company, H. A. Lindgren, livestock extension specialist, Oregon State College, and B. B. Strachan, Pacific Cooperative Wool Growers.

Mr. Pierson complimented the Douglas County lamb growers and expressed as his opinion that there was marked improvement in the quality of lambs exhibited this year in comparison with those a year ago.

The Douglas County lamb production program developed by the livestock growers' association in cooperation with the extension service consists of these points: (1) good breeding stock; (2) ample feed supply; (3) production of early lambs; (4) control of parasites; (5) feeding ewes for milk production; (6) castration and docking lambs; (7) creep feeding; (8) marketing lambs on a graded basis. It is primarily to emphasize these points that this spring lamb show was inaugurated. J. C. Leedy, Douglas County agent, is manager.

Something over \$150 dollars in prizes was distributed, contributed by the Portland Union Stockyards, Swift and Company, Bodine and Clark, Portland Wool Committee, George Kohlhausen, Roseburg, Douglas National Bank, and Roseburg National Bank.

W. A. Maddry of San Jose, California, representing Nelson Meat and Livestock Company, purchased most of the prize winning lambs, paying a nice premium over the market price.

The following were prize winners in the various classes:

CLASS 1—MARKET LAMBS

Pens of 10. First, R. W. Alsbaugh, Myrtle Creek; second, Creed Cranfill, Lookingglass; third, Roy Strader, Dixonville; fourth, F. C. Dunn, Melrose; fifth, W. K. Smith, Glide.

Pens of 5. First, Ralph Cockeram, Oakland; second, Russell Stenhauer, Lookingglass; third, George Kohlhausen, Roseburg; fourth, Gladys Johnston, Brockway; fifth, Cecil Fessler, Wilbur; sixth, H. L. Lander, Roseburg; seventh, Paul Talbot, Canyonville; eighth, A. B. Smith, Roseburg; ninth, Roy Strader, Dixonville; tenth, Jacob Jones, Roseburg.

Single Lambs. First, Ralph Cockeram, Oakland; second, A. E. and L. E. Thompson, Umpqua; third, Jacob Jones, Roseburg; fourth, Joyce Busenbark, Roseburg; fifth, George Kohlhausen, Roseburg.

CLASS 2—WOOL DIVISION

Medium wool: First, C. O. Garrett, Glendale; second, E. A. Kruse & Sons, Roseburg; third, Mildred Kanipe, Oakland; fourth, H. D. Kruse, Roseburg; fifth, Busenbark Bros., Roseburg.

Coarse wool: First, W. A. Bogard, Roseburg; second, Jacob Jones, Roseburg; third, Busenbark Bros., Roseburg.

Fine wool: First, George Ollivant, Brockway.

CLASS 3—DRESSED CARCASSES

First and second, George Kohlhausen, Roseburg; third and fourth, Louis Kohlhausen, Roseburg.

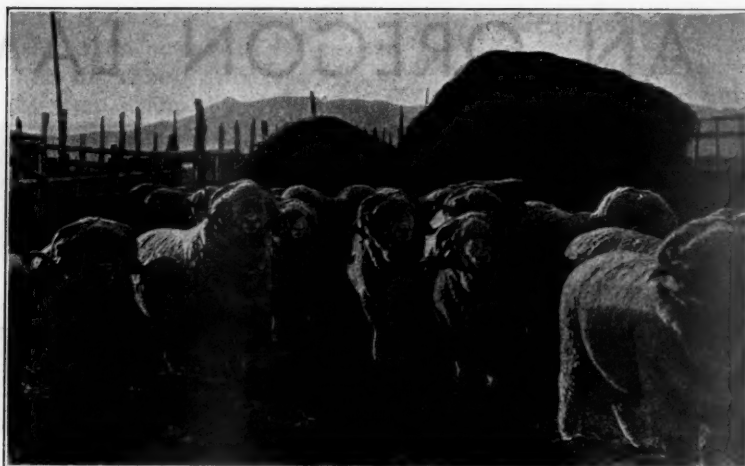
Corvallis, Ore. Wm. Teutsch.

Idaho Club Women Boost Lamb and Wool

IDAHO women have again shown their interest in promoting two of the principal products of their state: lamb and wool. This time the occasion was a luncheon given by the members of the Federation of Women's Clubs in the Shoshone country for the membership of the entire second club district of Idaho.

Lamb graced the board in several attractive forms and its qualities were cited by means of "Eat More Lamb" stickers. Each guest received as a favor a piece of sheep pelt cut in the shape of a sheep and also a memorandum tablet, each sheet of which carried a statement about lamb or wool.

In addition to this attractive presentation of the products of the Idaho sheep industry, the group of club women were asked to, and did endorse a resolution requesting the Red Cross to use wool in its charity clothing.



A Pen of Two-Year-Old Rambouillet Rams Consigned by Day Farms Company of Parowan, Utah, to the National Ram Sale.

Credit for this very excellent promotional effort is due to Mrs. Ed. Gooding and other sheepmen's wives of the Shoshone territory.

Better Shearing Practices

EVERY shearing season I generate a number of ideas about shearing practices. It is really surprising that the sheepmen have done so little to improve the methods of handling sheep and wool at the shearing corral. The problem is perhaps one that should be given closer consideration and be acted upon by sheepmen's organizations.

For one thing, I believe it would be very helpful if each state association would maintain, during the shearing season, a shearers' employment agency. At the present time shearers make long jumps from one job to another and have considerable traveling expense. Part of this could be eliminated if a system of correlated jobs was outlined. Such a system could not be worked with complete exactness, of course, but considerable economy should be effected by its operation.

Then there is the importance of general adoption of a higher standard in shearing practices. We have tried to set up a certain standard at our plant, but have had difficulty in maintaining it, because shearers have acquired careless habits and rather resist practices required by only a

few corrals. But if a uniform standard were adopted by sheepmen generally and every shearing corral furnished a copy of the rules, it would not be long before they would be more or less universally observed.

A few of the suggestions I would make to improve shearing practices are:

1. Legging of sheep from catch pen by shearers should not be allowed. Sheep should be taken from catch pen to shearing board by putting the arm under the neck, by setting the sheep on his rump and pulling into proper position for shearing. This will eliminate any danger of throwing the hip out of joint, as sometimes occurs in legging.

2. The sheep should be shorn so that the fleece will remain intact. Broken and scattered fleeces should be avoided by careful handling by the shearer. This means that the fleece should not be kicked toward the tier, but rather should be pushed or slid along towards him.

3. The shearer should not press his arm or knee in the flank, as unborn lambs are often killed by this practice.

4. The shearer's machine should be so maintained and operated that wool will not be pulled or shoved off.

5. The fleece should be folded and tied with the flesh side out. This greatly adds to attractiveness of the wool when it is examined at the mills.

6. The fleece should be tied so as to make a compact, tidy package without straggly or broken pieces hanging on.

7. Tag locks and leg fibers should not be tied with the fleece, but bagged separately.

8. Burry, dead and black wool should also be bagged separately.

9. Rough and careless handling of sheep in the chute and alleys should be prohibited, as it causes considerable damage to ewes and some loss of lambs.

When practical, I think sheep should be separated according to grade before they enter the shearing pens, thus eliminating considerable time and expense in the grading of wool by the wool dealers and mills.

Sheepmen can also avoid part of the penalty now imposed on account of present careless and sloppy practices in branding sheep. Care should

be exercised to make a clean, well-defined brand, not too large. Paint should not be allowed to drip and scatter over the sheep's back, as clipping this paint off requires considerable time and damages the wool. Of course, it would be an excellent thing if a branding liquid could be found that would be durable on the sheep's back and yet dissolve in the scouring tubs.

I think also that it would be worth while to consider the filing of an individual report on each

shearer with the state associations. The wool growers' association could send report blanks to be filled out by each plant operator and returned to the state organization when the plant finished its operations for the season. I am convinced that when the shearer knows these reports are being made, the effect will be most wholesome in securing a good shearing job.

La Sal, Utah

Chas. Redd.

What Became of the 1932 Lamb Crop?

Number of Ewe Lambs Kept—Ages of Ewe Flocks

LAST fall there was considerable speculation as to how many ewe lambs would be kept over for breeding use. It was known that ewe lambs had been marketed heavily for several years and the general run of range flocks were far above the usual ages. It was claimed by many persons who should know that a larger number of 1932 ewe lambs would be kept over. The banks and loan companies, it was argued, would see the necessity of allowing sheepmen to keep their flocks at good ages as it was only by ensuring production of full lamb crops that the debts possibly could be worked out.

From some sections it was reported that this wise policy was being followed, but now it is found that the number of ewe lambs held over last fall was less by 700,000 head, or 10 per cent, than the number kept from the 1931 crop.

These figures are for the United States as a whole. They are calculated from the official records of slaughter of sheep and lambs, of January 1 numbers, and of the number of lambs reported as docked annually. Because it is impossible to know the number of slaughter lambs coming from individual states, it is impossible to calculate separately the numbers of ewe lambs kept in the West, or to figure out the numbers of ewes of various ages except

for the United States as a whole. The showing for the whole country quite fairly indicates the conditions in the range states, unless this area is higher than the national average on its ewe ages and somewhat lower on the proportion of ewe lambs kept in recent years.

The following table includes part of the figures used in calculating the numbers of ewe lambs kept in each year, which number is shown in the right hand column. The figures are for the whole United States.

	No. Lambs Docked	Total Slaughter	No. Ewe Lambs Slaughtered	No. Ewe Lambs Kept
1929	26,637,000	18,690,000	6,037,000	6,300,000
1930	29,926,000	21,253,750	7,039,000	6,817,000
1931	32,373,000	23,331,250	8,000,000	7,000,000
1932	29,717,000	21,575,000	7,500,000	6,300,000

The slaughter figures shown above are 25 per cent above the number reported as killed under federal inspection for each lamb crop year, that is, from May 1 to April 30.

Allowance is made for a 5 per cent loss of lambs after docking, and the number of ewe lambs shown as being kept is reduced for a further 5 per cent loss before they reach breeding age. The wether lambs are counted as having all been slaughtered and the balance of slaughter shows the number of ewe lambs killed.

From these calculations it appears

that the numbers of ewes of different ages in the United States are now about as follows, assuming a regular 5 per cent annual loss:

Yearlings	6,300,000
2-Year-Olds	6,650,000
3-Year-Olds	6,130,000
4-Year-Olds	5,000,000
Aged	13,000,000

It is clear that our ewe population contains an abnormal proportion of aged stuff. The unusual losses of the late part of last winter and in the spring were due to this fact. To maintain the country's flocks at

right ages and at approximately present numbers will require the keeping of over 8 million ewe lambs each year for some time.

It seems about certain that ewe lambs will be shipped very sparingly next fall. This means a disproportionate decrease in market receipts for slaughter or feeding purposes.

The government report of the 1933 lamb crop will be issued the last of this month. It will throw further light on the probable extent of marketing of this year's lambs and also upon ewe ages and present numbers of breeding stock.

Market News Service Continued on Reduced Basis

IN line with the proposed federal program of economy, it was announced the early part of June that the Market News Service conducted by the Department of Agriculture would be eliminated after July 1. Strong protests sent from all sections of the country resulted in adjustments that made it possible to continue the service, but on a greatly reduced basis.

During the fiscal year, July 1, 1932, to June 30, 1933, this work cost the government \$1,300,000; for next year it is proposed to spend only \$575,000.

Under the reduced appropriation, the news service on livestock, meats, and wool will be handled, with a reduced personnel, at Boston, New York City, Chicago, Kansas City, Omaha, St. Louis, Sioux City, St. Paul, Des Moines, Denver, San Francisco, Casper (Wyoming), and Ogden (Utah).

Representatives of the Market News Service for dairy and poultry products will be kept at New York, Chicago, and San Francisco. For fruits and vegetables, offices will be maintained at Boston, New York, Philadelphia, Pittsburgh, Chicago, Cincinnati, Kansas City and St. Louis, and 30 temporary stations to place the service within reach of growers and shippers in highly concentrated producing sections. The service on grain, hay, feeds, and seeds will be greatly curtailed and limited chiefly to the collection of information on cash grain prices in a few markets, commercial grain stocks, and other general statistical information.

The Department has announced that under the present reduced operation of the Market News Service it hopes for the assistance of radio stations, newspapers, and states in disseminating the information collected by the government representatives.

Quarterly Meeting of Texas Executive Committee

THE executive committee of the Texas Sheep and Goat Raisers Association met at Kerrville, Texas, June 8, in its regular quarterly session. There are 58 members of this committee, in addition to the officers of the association, representative of the entire state, and its meetings almost assume the proportions of a convention.

At the June 8th session a very strong spirit of optimism was in evidence in all the formal talks and the discussion.

The charge of unfair buying practices on the part of wool dealers as filed with the Federal Trade Commission (June Wool Grower, page 10) as the basis of an application for investigation was the center of a large part of the day's discussion, the result of which was the adoption of a resolution urging the Federal Trade Commission to conduct such an investigation that the truth or falsity of the charges might be ascertained.

Of great interest also to the committee was the presentation of the results of the use of a vaccine made and distributed by the Ranch Experiment Station at Sonora to give immunity to lambs against sore mouth. The station has been experimenting for a number of years to produce an effective vaccine and this spring was able to distribute 1,341,650 doses of it, which, according to general report, gave very satisfactory results.

Oregon News

MAY and early June with Oregon sheepmen saw a marked strengthening in prices for wool and lambs, moist weather throughout the state with cool temperatures in the higher elevations, which interfered seriously with shearing operations but brought promises of late grass.

The first pool of farm flock lambs was shipped from Union County and sold on the Portland market where they brought seven cents straight the last week in May. This

brought growers a net return on home weight in excess of six cents, establishing the highest net price received in two years.

Reports on lambs and wool indicate that in Deschutes County the wool clip is all sold with the exception of the government-financed clips. The best price received was 22 cents. In Crook County increased demand is apparent for good ewes, which are selling at \$5 to \$5.25; most of the wool sold in a price range of 20 to 22 cents. Corvallis, Ore. W. L. Teutsch.

The Feeder Prospect

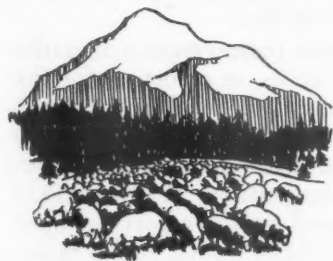
THE feeder prospect is hazy. Corn has advanced sharply, reaching levels that will naturally curtail winter feed lot operations so far as farmer feeders are concerned. Corn is headed toward 75 cents, second cuttings of clover and alfalfa will be small and although rain may create an abundance of fall feed, corn is the main dependence. The oats crop has been ruined by an unfavorable season, brewers are taking every pound of barley available, and a large acreage of soy beans may not produce a normal crop of grain. Farm feeders will be less anxious to handle lambs on contract than last year when every crib was full of unsalable grain and hay was a liability.

What the government set-up proposes to do in the way of making lamb feeding loans is a bureaucratic secret, but there will be diffidence in official circles over making loans for high cost thin stock. On the other hand it is probable that packers will convert thin fleshed western lambs into meat, poaching on the feeders' preserves. At this writing the outcome of the 1933 corn crop is in serious doubt, the acreage having been cut, planting late, and drought damage serious. Old crop corn holdings have been magnified, and are being steadily dissipated in response to advancing prices so that the holdover will be of inconsequential tonnage by the time the new crop is husked. In short, the present feeder prospect is against the price.

J. E. Poole.

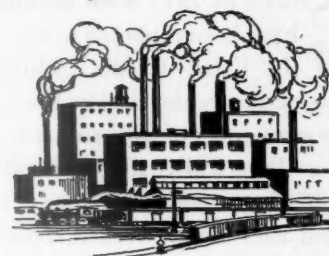
The National Wool Marketing Corporation

News Bulletin



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GROWER OWNED AND OPERATED



MUCH history has been made during the past three months in the wool-growing industry.

Commencing with the inception of the Wool Plan of the Farm Credit Administration, on April 14, prices have advanced steadily, due to the knowledge in the industry that the Farm Credit Administration had thoroughly checked the country's wool supply and knew that the laws of supply and demand should advance the price of wool materially, if only the element of fear and the ruinous practices of the industry could be eliminated.

The Wool Plan immediately eliminated the element of fear as it was at once recognized that a large portion of the clip would be marketed in an independent fashion, which would do away with the psychological effect of the entire clip of the country being pressed for sale during a period of a few short months.

In like manner the Wool Plan has, to a large extent, eliminated many of the trade practices which for a long time past, during the shearing season, have seriously depressed the price of wool.

There has been some criticism of the Wool Plan, especially at its beginning. Most of the criticism, however, has been founded on an ignorance of the underlying conditions. Much of this criticism was based upon the simple thought that consignments did not work out as well for the grower as sales made at the ranch. This thought is based almost wholly on the experiences of the past few years, with the exception generally of 1932, which is a very unfair condition on which to judge consignment. The facts are that over a long period of time during normal or average market conditions, consignments do net the grower a better price.

In the face of this criticism the Farm Credit Administration has courageously held to its program, which has been largely responsible for the advances

recorded to date. While there have been other influences which have assisted this advance in price, it is our sincere belief that without the plan very little advance in wool prices would have been accomplished, at least up to this point.

It is to be regretted that more growers and lending institutions could not have appreciated the fact from the beginning that the more cooperation by all the producers with the Farm Credit Administration, the more effective would be the Plan. Efforts were made by many growers and bankers to release clips under mortgage to Farm Credit Administration agencies for sale, little realizing that had they been permitted to do so the price of wool today would be far lower than it actually is.

The National Wool Marketing Corporation has exerted every effort to protect its membership from the temptation to sell in the West at prices which looked attractive to them after the serious conditions we have recently passed through, and the many members whose wool has been consigned to us are now and will continue to be reaping the benefit of this effort.

The position of wool, in this country especially, is one to give no concern to the grower whose wool is in the hands of a competent selling agency, such as the one he has built up himself in the National Wool Marketing Corporation. There is no stock of old wool remaining and manufacturers have already taken an unprecedented percentage of the new clip out of the hands of dealers. It is not a question of being able to sell the amount of wool which has been consigned, it is more a question of how much a manufacturer should be permitted to take today, with prices advancing daily.

We feel sure that the growers who have consigned their wool this year to competent agencies will have no cause to regret it.

London Market Opens Strong

July 10, 1933

LONDON market opened 5 to 10 per cent higher than last series, based on British currency, but actually converted into American money nearly 20 per cent higher.

The best types of Australian wool, comparable to our best graded fine staple, sold on a basis to cost 90 cents, clean, landed in Boston, which would be equivalent to a similar domestic type at about 81 cents. Since the opening the exchange has gone almost to par, which would make this cost still higher.

Competition is keen and good clearances indicate strong condition in the London market.

Disposition of practically all holders of wool in Boston is to sell reluctantly and there is no weakness shown in any quarter.

NATIONAL WOOL MARKETING
CORPORATION

New Wools Selling Rapidly

SALES of 1933 wool amounting to 75,000,000 pounds have been reported to the Wool Advisory Committee of the Farm Credit Administration by the various cooperatives and dealers that have been permitted to act as consignees of government-financed wools.

Practically all of the Boston and western houses handling wools in quantity are among such consignees and they make weekly reports of receipts and sales of all wools handled by them, whether free or government-financed.

The report for July 3 showed up to that date total purchases and consignments from growers amounting to 205 million pounds, which is over two thirds of this year's shorn wool. Later reports will account for the balance. In some sections of the West and also in farm states, clips are being held by growers and will not appear in the consignee reports until they are sold or shipped to a recognized consignee.

The proportion of the new clips already sold is unusually large. It shows the activity in the mill industry and promises a healthy market in the future since foreign prices also are advancing.

The sales so far consist mainly of free wool as it was not until June 5 that approved consignees were authorized to start sales of the government-financed clips. With the market having advanced materially since that date, owners of these wools will receive higher returns than those who sold at home or whose consignments were sold earlier.

Wool Consumption Increased on Higher Prices

RISING prices for raw wool and semi-manufactured products, active trading, and increased manufacturing activity have been reported from the principal wool manufacturing countries for May and the first half of June, according to a July 1 release of the Bureau of Agricultural Economics.

The increased buying and rapid advance in wool prices which began in the domestic market the latter part of April continued with only brief interruptions during May and June. Prices of strictly combing territory wools, scoured basis, on the Boston market the third week of June were 60 to 80 per cent higher than the March, 1933 low point, and 90 to 120 per cent higher than in July, 1932.

Wool consumption by United States manufacturers reporting in April was 12 per cent higher than in March, and 50 per cent greater than in April, 1932, the Bureau of Agricultural Economics reports.

During May consumption figures went still further skyward. The Bureau of Census, in reporting for that month, gives the total clean equivalent of the wool consumed in the United States as 16,974,000 pounds, which was 61 per cent greater than the amount used in April and 160 per cent above consumption in May, 1932. These compilations were based on the reports of operation by 380 manufacturers out of a total of 406 manufacturers in the country.

It is believed that consumer replacement needs for clothing and other textiles are large, and how fast these replacements can be made will depend on the working out of the Industrial Recovery Act and other measures designed to increase consumer purchasing power.

Results of Ram Sale at Ozona, Texas

PRICES at the sale of Rambouillets at Ozona, Texas, July 3-4-5, were distinctly encouraging and reflective of an upward trend. A total of 448 sheep were sold at an average of \$37.57.

The sale top was \$255 paid for a Bullard Bros. (Woodland, Calif.) stud ram by Mrs. Charles Markward of Del Rio, Texas. The second high figure was \$230 paid by Sol Mayer & Son of San Angelo for a ram entered by Vic Pierce of Ozona. This ram was awarded first place in the yearling ram class of the stock show that was held with the sale. A J. K. Madsen ram brought \$187.50, Hiram Price being the purchaser. There were several sales of single stud rams at \$150. J. K. Madsen sold one at that figure to Canning & Wimberly; D. T. Hanks of San Angelo to Fritz Wilhelm of Menard; and V. I. Pierce of Ozona to Virgil Powell. W. S. Hansen Co. of Collinston, Utah, sold a ram to Bullard Bros. at \$145 and one at \$130 to Virgil Powell. Altogether the 28 stud rams sold made an average of \$117.50.

Yearling rams were sold in lots of four to 26 head, and an average of \$29.75 was made on 262 of them. A pen consigned by J. K. Madsen was high in this class at \$80 a head. On polled yearling rams, 102 in number, the average was \$40.56. This included a sale of six (with the wool on) at \$105 each by J. K. Madsen to Dave Cooper of Del Rio, and one of five at \$80 each by W. S. Hansen to J. W. Owens of Ozona.

A pen of 5 yearling ewes consigned by Bullard Bros. was purchased at \$80 a head by Virgil Powell.

This sale was part of the Seventh Annual Crockett County Rodeo, Race Meet, Stock Show and Sale. The attendance on the first and second days was around 4,000 and on the Fourth reached 15,000. There was keen competition among buyers in the auction ring and bidding was brisk.

H. M. Phillips.

With the Women's Auxiliaries

Aim for National Convention: A Delegate from Every District

EVERY one says times are better, the depression is over, prices are rising, money will be coming again—but let's not wait until convention time to know whether we can write a check for our expenses for the National Convention to be held in Salt Lake City, Utah.

Let's have as our aim, a representative from every local chapter and every state chapter organized under our National organization.

"Interest insures success, knowledge is gained by doing."

May we suggest sponsoring luncheons for conventions held in your home towns, arranging booths at county fairs and selling lamb sandwiches, sponsoring luncheons and bridge parties, silver teas, picnics, etc.? There are innumerable ways we can increase our treasury funds if we work diligently and sense our responsibilities as officers and members of this great organization.

Up to this time we have watched the marked progress in our nation. Each week has brought many changes, and success to our President, and through his frankness and desire to serve the people to the best of his ability, he has gained the assistance and cooperation of all his colleagues. This is the appeal I am making to all the Auxiliaries of the Wool Growers Associations: Cooperate with your president; send reports of your activities to the press correspondent so they can be published; make those who are backward feel they are welcome and needed to make a success of your organization.

Mrs. J. R. Eliason,
First Vice President,
National Association.

TO OUR CHAPTERS OF AUXILIARIES TO WOOL GROWERS:

GREETINGS to the older chapters and greetings and welcome to the new chapters. It is with much pleasure that I read of your work, plans and progress.

And as we go forward into a new year's work let us have a definite aim, persist and persevere in the accomplishment of that aim. May we have an active, powerful, persevering faith in God, life, people and ourselves—and learn to cooperate in all ways with an abiding confidence. Let us know that though the majority rules, the minority have certain rights. Let us be constantly vigilant, keenly alive and awake, careful always to do the necessary things but avoid the inconsequential things.

As we give loyalty, steadfastness, appreciation and cooperation we will serve with an efficiency that makes for growth and progress.

MRS. S. O. STEWART, President,
Women's Auxiliary to National
Wool Growers.

The Junior Auxiliary of Washington

PERHAPS other states will be interested in knowing that there is a Junior Auxiliary to the Yakima Chapter of the Washington Wool Growers. These girls have held monthly meetings since December. When they organized the following girls were elected as officers: Kathryn Roberts, president; Hope Lenzie, vice president; Catherine Prior, secretary; Mrs. W. A. Roberts and Mrs. Wm. Watt, advisers. A new set of officers was elected in May, however, consisting of Hope Lenzie, president; Marion Stewart, vice president; Francis Reynaud, secretary, and Louise Lauzier, treasurer.

The Junior Auxiliary has made a study of lamb and wool and also took a prominent part in the state convention. At that time a special table at the banquet was set for sixteen of them.

A particularly interesting undertaking of the Junior Auxiliary has been an attempt to work out some kind of cooperation with girls in the South whereby they will use wools in the winter and the wool growers' daughters will use cottons in summer. Steps by way of writing letters have been taken and acceptance of the plan is hoped for.

Mrs. Jas. Morrow.

Commendable Work of Grant County Chapter of Oregon Auxiliary

THE Grant County Chapter of the Auxiliary to the Oregon Wool Growers Association was organized at Canyon City, November 19, 1932, with eleven charter members.

We meet once a month at different places in the county, with members acting as hostesses. These hostesses arrange for the time and place of meeting and serve light refreshments which feature lamb. A committee of three is appointed to arrange a program for each session, and as a different committee is appointed each month, it gives every one a part in the affairs of the organization, as well as adding variety to the entertainment.

To date the programs have been composed of contests on sheep and wool questions, displays of woolen articles and cured mutton, talks on the uses and care of wool and mutton, reading of articles pertaining to the various phases of the industry, meat cutting demonstrations, etc.

Our chapter has also sponsored an essay contest on the sheep industry in the schools of the county and awarded prizes to the best out of the 58 essays submitted.

We have also met with excellent success in getting the meat markets and restaurants to cooperate in observing Wednesday as "Lamb Day."

At present we are preparing for

a wool and sheep products booth at the County Fair this fall, and making two afghans to sell.

Our membership has now risen to 32, and we have had as high as 42 in attendance at some of our meetings, which have been open to any and all who may be interested in the work. There has been a very fine spirit of cooperation and enthusiasm among our members, and any success we have had may be attributed to that, for only by all pulling together can we hope for an organization to grow.

Mrs. Vera Gay, Secretary.

Washington Auxiliary Picnic

THE Auxiliary to the Washington Wool Growers and their families held their annual picnic at Gray Poplars Park, Harrah, June 13. Eighty-five local people attended, with five commission men from Chicago as special guests.

Dinner at noon and supper at night were enjoyed by all. One of the features of the supper was the large birthday cake that cut one hundred pieces, baked by Mrs. James Morrow and presented to Mrs. W. A. Roberts.

In the afternoon a sports program, featuring both running and swimming races, with Mrs. Archie Prior in charge, proved very exciting. A ball game followed. In the evening a three-piece orchestra came out and dancing on an open air pavilion was enjoyed.

This picnic concluded the activities of the Auxiliary until fall, and adjournment was taken until October 13.

Mrs. Jas. Morrow.

REPORTS on the activities of the State and Local Chapters of the National Auxiliary should be sent to the Press Correspondent, Mrs. J. R. Eliason, 1606 South Fourth East, Salt Lake City, Utah, before the first of the month. Let's keep our page going.

Spinning Comes into its Own Again

TO be really smart these days, a woman must own and operate a spinning wheel, so New York says. "Delving still deeper into the dead past," runs an item in a recent issue of the New York Evening Journal, "Mayfair has actually gone back to Colonial times for its latest diversion—the spinning wheel. The low,



Spinning—Modern Style

soothing drone to which grand old dames hummed a homemade spirit of independence is soon to echo through Park Avenue's gilded salons, with pretty young things doing the treadling." (One of them is shown above.)

Antique shops, it is reported, have not been able to meet the demand for the wheels, which have for so many years been regarded entirely in the light of their historical significance, and so they are now being made again. Those who are familiar with the old style will see, in the picture of the new spinning wheel, as shown here, that the reel is included on the wheel and the latter is set on the far side instead of the near side of the post that supports it. We understand that in earlier times the wheel was set on the near

side and the reel was another separate piece of furniture. However, for the convenience of those who followed this pastime or work in the old days, the pegs in the new spinning wheel are removable, which makes it possible to set up the wheel on the near side.

While some of the output from society's spinning may go into charity channels, for the most part the present vogue for it lies in the fact that it is a very pleasant diversion or occupation and at the same time enables the women to make for themselves the very charming homespun knitted wear that holds a high place in today's fashions.

Just how popular the spinning wheel fad may become is, of course, for the future to show. The sponsors of the movement, McHargue & Cole, merchandisers of Fifth Avenue, New York, report that some of the department stores in the larger cities are handling the spinning wheels and that Jas. Lees & Sons Company is preparing to offer carded wool in packages for home use. McHargue & Cole hold that spinning will become as popular as knitting and can see no reason why "a real home industry in crafts" cannot be built up in the United States as it has in Canada where more than two million pounds of wool go into home use annually.

Idaho Association's Summer Meeting

THE mid-year meeting of the Idaho Wool Growers Association is announced for the evening of August 16, 1933, at Twin Falls. This is an annual event of the Idaho organization when wool growers dine together and take up in an informal manner association business and activities. Affairs this year make this summer session a very important one and all Idaho sheepmen are urged to attend. The meeting follows the Idaho Ram Sale which will take place at Filer on August 16.

Scouring Wool in the West

By WARNER M. BUCK,
Specialist in Marketing Wool, Division of Livestock, Meats and Wool
U. S. Department of Agriculture

ORIGINAL wool from many of our western states is estimated to have an average shrinkage of from 62 to 65 per cent. Assuming that these estimates are correct, it becomes evident that for every hundred pounds of "grease" or "raw" wool that is shipped to the eastern markets, freight is being paid on approximately 63 pounds of sand, loam, grease, and other waste matters. As these extraneous matters must be scoured out before the wool enters the manufacturing processes the following questions often arise: Why should freight be paid on this great weight of waste material? Is it not desirable and practicable to scour the fleeces near the source of origin, shipping only the clean wool to market, thereby effecting a saving in transportation costs? Could not the saving in freight thus made be reflected back to the producers in the form of a higher net return for their wools?

The theory that an economic saving could be made is excellent, but what occurs when this plan is put into actual practice?

The scouring of wool in the West near the source of origin would be a radical departure from the present marketing methods, but this in itself is not proof that the procedure would not be profitable or desirable. If scouring did not affect the marketability of the commodity and if the elimination of the extraneous matters from the wool were the only thing to be considered, the success of such an undertaking would seem assured.

After an exhaustive study by this bureau it appears that the factors that tend to make the marketing "in the grease" the most desirable way, are technical in nature and not well understood by most producers. It is not a question of whether the scouring could be done as economically in the West as in the East,

or even a question of a saving in freight, that determines the practicability of the plan. The real difficulty lies in marketing the scoured wool to advantage to manufacturers of worsteds, who claim they are unable to use wool successfully that has been scoured in custom wool-scouring plants.

The aim of this report is to set forth the facts relative to this subject as obtained from manufacturers, growers' organizations, and marketing agencies. From this information, it would not appear to be a simple matter for the producer to scour wool and market it advantageously.

There are two broad divisions in the wool-manufacturing industry—the "worsted" and the "woolen." As the worsted branch is the principal consumer of the shorn clip of the United States the producer naturally turns to that branch to find a market for the bulk of his wool. But as the worsted manufacturers can not successfully process, and will not purchase, scoured wools, the producer practically limits his market to the woolen trade when he scours his wool in an effort to obtain a saving in freight.

Prior to being sold to manufacturers original clips of wool are usually graded. During this operation the strings are not removed but the fleeces are classed in their entirety according to fineness, length of staple, and other characteristics. This is generally done in the markets by the merchants or the cooperative associations in order to be able to supply the demands of manufacturers who are engaged in the production of yarns and fabrics requiring only two or three grades of wool.

Grading should not be confused with the operation of wool "sorting," which is done in the mill. Sorting is the separation of the individual fleeces into their various qualities. Not only does the diameter of fiber

vary as between animals but the fleece of a single sheep sometimes is divided into as many as eight or ten "sorts." The parts that are uniform in diameter of fiber, length of staple, spinning qualities, etc., are placed together that they may be used in the production of the class of goods for which they are most suitable. All manufacturers do not maintain the same degree of fineness or length of staple in their sorts, each being governed in this respect by the fabric to be produced and the appearance desired. Even though it would be possible to sort wool with sufficient accuracy to be acceptable to one manufacturer, wool thus sorted would probably not be satisfactory to other manufacturers. As any variation in the "sorts" would be noticeable in the finished yarn or cloth, manufacturers say it is absolutely necessary that the sorting be done under their constant supervision. The necessity of having their sorts uniform has been advanced as sufficient reason in itself for them to refrain from purchasing scoured wools. If the kind of sorting they wish has not been made prior to the scouring, the wool has then become so thoroughly mixed that it is impossible to make a separation of the various qualities.

Details of the actual scouring operation itself form another drawback to the successful marketing of scoured wools to worsteds spinners. Scouring is the process of removing grease, soil, suint, etc., by means of washing. There is a great difference of opinion among the manufacturers themselves as to the degree to which wool should be scoured. As the working qualities of wool can be adversely affected by too high temperature of the scouring liquor or the use of strong chemicals, or can be made brittle through improper methods of drying, the spinners of worsted yarn insist on doing

their own scouring. Each manufacturer is firmly convinced that he is scouring in the way that will best suit his own needs.

When preparing "scoured wool," if lots having different staple lengths are blended, such wool can not be processed successfully on worsted machinery, since the short fibers contained in the wool fall from the machines in the form of wastes. Variation in fiber length can not readily be detected after wool has been scoured. Therefore, manufacturers who require "staple" wool would be at a great disadvantage in attempting to supply their needs by purchasing wool scoured in custom plants. The geographical location of the scouring plant has absolutely no bearing on their refusal to purchase scoured wools.

As worsted spinners require long-stapled wool, and length of staple is a factor affecting value, they are willing to pay a higher price in order to obtain it. Therefore, the loss of the outlet offered by the worsted industry would not only mean the loss of the broadest market but of the highest as well.

The "woolen" manufacturers are not so exacting in their requirements with respect to uniformity in grade and length of staple. Therefore, they readily purchase wool that is not so uniform in these respects because in the manufacture of woolen yarns the processes aim at a thorough intermingling of the wool fibers and their arrangement in relation to one another is of secondary importance. They can use fibers of almost any shortness. The volume of wool bought by the woolen branch of the industry is not so large as that bought by the worsted branch, for in most instances wool constitutes only part of their purchases, the remainder being composed of noils, wastes, reworked wool, etc. Scoured "fleece" wool not only competes with these wool substitutes but meets keen competition from scoured "pulled" wool.

Pulled wools, which are wools that have been removed from the pelts of animals slaughtered principally in

the large packing plants, are much desired by the woolen manufacturers. Prior to the actual pulling operation, the pelts are thoroughly washed in such a way as to free the wool from much of the foreign matter. At the time the wool is pulled from the pelts, it is also carefully sorted for grade, length, color, etc. The combined results of these operations produce a very desirable product. It is reported that wool merchants who have attempted to sort and scour farm-flock wools prior to selling them to the woolen trade have found this procedure unprofitable, principally because of the severe competition met from scoured pulled wool. In the case of wools long enough for combing use the packers prefer to leave them in the grease for sale to the worsted trade. If the wool possesses enough length of staple to permit combing, "pulled" wool is not scoured by the pullers but is sold "in the grease" to the worsted spinners, which indicates that the large packers realize the futility, at present, of trying to market combing wool to the worsted trade, in a scoured condition.

It is significant that dealers or commission merchants who handle large quantities of wool do not operate scouring plants in the producing sections. This fact is no proof that such a procedure would not be practicable but it does serve as an indication of their viewpoint. If additional profit could be made by shipping the wool to the East in a scoured condition it would seem that these firms would make every effort to obtain that profit.

The erection of even a moderate-sized wool-scouring mill would require the investment of a considerable amount of capital in plant and equipment. Before establishing any plant, a very careful study should be made of all factors that would enter into its success or failure. These would include the availability of sufficient supplies of suitable wool for scouring and the possibility of marketing the scoured product to advantage. To obtain the best possible returns wool must be kept in

a condition suitable for the requirements of the purchaser.

The bulk of the clips of Australia, New Zealand, South America, and South Africa are exported raw or "in the grease." But it is true that in countries where it is the custom to "skirt" the fleeces when preparing them for market it has been found profitable to do some scouring. Skirting is the operation of removing the neck, belly, leg-pieces, etc., from the edges of a shorn fleece. As the skirts are stained, or are inferior in quality, or are extremely heavy, they are kept separate from the body wool. Scouring them in the country of origin means a saving in transportation costs and they are placed in a more attractive condition for sale. Scouring prior to export is also successfully practiced in connection with some of the short wool, such as "second clip" and "lamb's." Wools that have been scoured prior to being shipped from these countries find a market in the woolen branch of the industry.

In conclusion, all the information obtained in our study seems to indicate that at present little or no saving would be made by marketing the domestic clip in a scoured condition. On the contrary, it might work to great disadvantage and might be the means of actually decreasing the net returns to the producers. This conclusion represents the consensus of opinion as expressed by the leaders of each branch of the wool industry. In the event that wool growers change their present methods of preparing wool for market, and begin to skirt the fleeces, there would probably be an accumulation of very heavy offsorts, such as bellies and locks. Scouring of these offsorts near the source of production might be practicable and desirable.

Improvements in the manner of preparing fleeces for market appear to constitute the logical way to obtain the maximum value of the clip for the producers. Improvement in this respect, in fact, is the basis upon which all profitable changes depend.

Western Production and Merchandising of Lamb

A Radio Talk over the Western Farm and Home Hour, Broadcasted from San Francisco, June 17, 1933

By E. W. STEPHENS,

Manager, Interstate Junior Livestock and Baby Beef Show, and President, Pacific Livestock and Meat Institute

LAMB relished as a food and recognized as a builder of men and nations since time immemorial is available for the consumer every day in the year and yet how many of us realize when this delicious meat is served just what really happened in the background before it passed from the retail market to the housewife.

This fine product just did not happen over night but represents hundreds of years of careful breeding, selection, feeding, range management and study on the part of the sheep producer to meet the exacting demands of the consuming public.

Everyone is familiar with the fact that the Old Testament contains many passages which refer to the pastoral occupation of sheep herding; that Rome developed skill in the handling of her flocks, and sheep abounded in Spain long before the Christian era; but I am afraid that if the family of today tasted the sheep or lamb of that era there would be much complaint as to its lack of savory qualities.

The sheep of the early days were long, ungainly, coarse-wooled, late maturing, and not the compact, early maturing, easily fattened animals of today. We all owe a debt of gratitude to Robert Bakewell, John Ellman, Webb and countless other pioneer breeders of the British Isles who, in the period from 1760 on, laid the foundation for the mutton breeds of today commonly used by sheepmen as the sires of their lamb crop.

Sheep have played an important part in the development of this country and especially the West, and the American breeders of pure bred

sheep, the breed associations, and the State and National Wool Growers Associations through the medium of their annual ram sales have been greatly responsible for the development of the high quality lamb available today.

Almost half of the sheep population of the United States is found in the eleven western states, or approximately 28,000,000 sheep are on the ranges and farms of the area covered by this broadcast. The sheep industry plays an important part in western agriculture and furnishes the eastern and western consumer with an available supply of lamb every day in the year.

The life and business of the sheep producer is no bed of roses under the best of conditions, let alone the past three years. High production costs, heavy losses of breeding ewes, low market prices, bad feed and weather conditions, and innumerable other factors have tested the mettle of the sheepman. Yet he must carry on, build up his flocks and herds, continue to use better sires, plan his operations to meet varying range and climatic conditions—for the consumer must have his lamb.

The sole thought, energy, and purpose of the sheep producer is to make possible a merchantable product that will meet the most exacting trade demands of the consumer.

Beginning with Arizona milk lambs in the late winter and early spring and ending with the fed lambs from the feed lots of the intermountain territory almost a year later, the eleven western states complete the cycle of lamb production to furnish choice lamb for the table every day in the year.

The furnishing of high quality

lamb to the consuming public begins with the producer, but after his product reaches the highest stage of perfection in quality and finish either from the range, farm flock, or feed lot, it must be merchandised and distributed as a finished, wholesome, clean, dressed product by the packer, wholesaler, jobber, and retailer. This requires the utmost efficiency, ethical trade practice, salesmanship, and the further development of a better appreciation of the value of meat on the part of the consumer.

The producer cannot do the job alone nor can the other agencies so necessary and essential to the proper merchandising and distribution of the product, the realization of which resulted in the organization of the Pacific Livestock and Meat Institute in April, 1931, with headquarters in San Francisco. This organization was perfected to further the interests of the meat industry in the West on a non-profit, non-partisan and non-commercial basis.

The membership of the Pacific Livestock and Meat Institute at present includes all of the allied meat interests of the San Francisco Bay area: producers' organizations, stockyards interests, packers and wholesalers both large and small, the jobber and the retailer, all of whom work together on a common ground in a program of education which reacts to the benefit of all concerned and more especially the consumer. It is so organized to provide for expansion and the organization of other cooperating branches or chapters in the eleven western states.

The purpose of the Pacific Livestock and Meat Institute is twofold: First to carry on an instructive program of education to bring about a

better appreciation on the part of the consumer as to the value of meat as a food, how to intelligently buy meat, its use, and preparation for the table; second, and of equal importance, truth in meats, standardization of cuts, the improvement of the ethics and standards of merchandising meat, and the correction of malpractices within the industry. All of which cannot help but result in great benefit to all participating agencies, including the housewife and the family as the ultimate consumer.

The Institute has adopted standard cuts of beef, pork and lamb and our next step in this respect is to educate the retailer and his co-workers to the adoption and use of these standard cuts in every shop and market in the San Francisco Bay area so that regardless of where the housewife trades she will always get a standard cut of the kind and grade of meat asked for. Coupled with the education and cooperation of the retailer to make daily use of these cuts is the education of the consumer as to how to identify these standard cuts and intelligently buy them.

The Pacific Livestock and Meat Institute, in cooperation with the San Francisco and Oakland Better Business Bureau, is conducting a campaign to correct some of the malpractices existing to a small degree in about 10 per cent of the retail meat markets but which react to the detriment of the remaining 90 per cent, who are legitimate merchants and conducting their business in an honest honorable manner. In other words we are not only interested in the education of consumers as to the value of meat in the diet but also in their protection as purchasers of meat.

The retailer is the final link in the chain between the producer and the consumer, and the Pacific Livestock and Meat Institute is happy to cooperate with any organization which is interested in furthering the better merchandising and consumption of meat whether it be beef, veal, pork or lamb.

Summer is here now and with it, vacations, week-end trips and out-

ings, picnics and barbecues. Lamb is economical, it does not take long to cook, and every part of a well-finished carcass is tender, tasty, and just naturally an ideal part of any menu.

The producer has spent centuries of effort, thought, and energy in making possible the standardized lamb product of today and I hope that every day in the future will bring a better appreciation on the part of the consumer as to the value of lamb, whose production is one of the basic industries of western agriculture.

Short Lamb Crop Indicated

OLD crop shorn lambs have disappeared, Texas is in, Tennessee and Kentucky will not be a factor after mid-July, fed Californias, something of a novelty, have been garnered and from August on killers will be dependent on northwestern supplies plus the residue of the native crop, which cannot be burdensome. All available information is that the northwestern crop is below normal as lambing loss in many localities was heavy. A Washington man attributes a loss of 20 per cent to lack of help during the lambing season. Appeal for financial assistance to the regional government agent was futile as the loan he had already secured was excessive. In response to his request for additional money to pay herders' wages he solemnly asserts that he was advised to lamb a restricted number daily. This may not be a typical case, but if the evidence available deserves credence, lambing loss was aggravated by lack of help, owing to inability to pay wages.

Consensus of opinion at the market is that the bulk of lambs will sell during the season within a range of \$6.50@7.50 and that fluctuations will continue both sudden and violent. Despite the advance in by-product, processors are taking advantage of every opportunity to depress lamb prices, and as strenuously resisting advances. The influence of chain store distribution is

debatable, at least it furnishes an outlet for accumulations, especially for medium and common grade product by utilizing selling drive methods. Under government control it is proposed to regulate retail prices, but only pork is included in that program, although the farm act empowers the Secretary of Agriculture to control competing foods such as beef, lamb, poultry and even fish.

Available statistics indicate that the sheep industry is at the inception of the contraction stage of the production cycle. National slaughter under federal inspection reached the zenith stage in handling the 1931 crop with 18,649,000 head killed from May 1, 1931 to April 30, 1932. In 1932 the number dropped to 17,260,000 head and when 1933 returns are in further contraction is certain. Back in 1923 sheep and lamb slaughter aggregated 11,522,550; in 1924 it increased 4.01 per cent to 12,000,994; in 1925 increased .08 per cent to 12,000,994; in 1926, increased 8.0 per cent to 12,960,075; in 1927 decreased .60 per cent to 12,883,171 head; in 1928 increased 4.70 per cent to 13,488,171; in 1929, increased 3.97 per cent to 14,023,362, and in 1930 increased 9.06 per cent to 16,696,570. Between 1923 and 1932, a decade, sheep and lamb slaughter increased 6,498,325 and every pound of the product went into domestic consumption. J. E. Poole.

Colorado Wool Growers to Meet

THE Seventh Annual Convention of the Colorado Wool Growers Association is called to meet at Steamboat Springs, July 24 and 25. All wool growers, whether members of the association or not, are invited to join in the gathering and help in the solution of present difficult organization problems.

Everything is being done to make the convention the most helpful, practical one yet held, and those attending are promised good returns for any effort expended in getting there.

Robt. MacIntosh, Secretary.

Lamb Market Conditions and Prices

Chicago

AN increase of \$1 per hundred in the value of the "drop," a term embracing pelts and offal, or everything that falls on the slaughter house floor, was a sustaining influence in June lamb prices. Without it a \$6 market would have been certain. The top never dropped below \$7, gradually declining from \$7.85 the first week of the month to \$7 at the low spot of the last week and reacting on the last session to \$7.50, which was paid for choice 80-pound Idahos.

Contrasted with cattle and hog market performance it was not a discreditable showing as few steers realized more than \$6.75, hogs failing to cross the \$4.75 line. At the low spot late in the month \$6.50@7 took the bulk of lambs, \$5@6.25 the bulk of steers, and \$4.40@4.60 the bulk of the hogs. It was a somewhat calamitous period for the whole livestock trade. Grains, stocks, and the general run of commodities reached new high levels, as the month wore away; all livestock slumped. As one philosopher put it: "Wheat went up; meat came down."

June made a promising start with a few choice lambs selling at \$8.75 per hundred and the bulk at \$7.50 @8.25. Hot weather came along starting a vicious slump by restricting fresh meat consumption, cured meats acquiring popularity. As the slump proceeded, it looked as though the skids had been greased for the occasion. Tennessee and Kentucky liquidated the mid-southern lamb crop, Missouri threw a grist into the market hopper, and a delegation of fed California lambs did not improve the merchandising situation. Eastern orders were practically eliminated as the mid-southern, or Ohio Valley crop moved voluminously in the direction of the Atlantic seaboard, packers hauling thousands from below the Ohio to Chicago for local slaughter. Denver wrestled

with a mob of Colorados, and as a final blow, corn belt farmers dumped natives, or farm-grown lambs, and semi-demoralization resulted. Early grass all over the farming country was washy in consequence of excessive rain followed by drought that dried up succulent feed, loaded hundreds of trucks with little dried-out lambs and glutted coolers with inferior product, lambs selling anywhere from \$4.50 to \$5.50 and weighing 60 pounds down. Scarcity of good to choice lambs, both native and westerns, entitled them to the premium city butchers pay for merit. At the low spot during the last week of June packers bought the bulk of good native lambs in a range of \$6.50@7, stopping at the latter figure, but raising it to \$7.25 on the last day of the month when 80-pound Idahos went over at \$7.50.

Fortunately Washington, Idaho, and Oregon contributed meagerly to the supply. The first Oregon and Idaho lambs sold at \$7.15@7.75, either straight or under light sorts. On June 21 the first consignment from Oregon sold straight at \$7.50 @7.65, the first Idahos arriving on June 19, weighing 80 to 82 pounds to sell at \$7.50@7.75. Early in the month fed California springers realized \$7@7.85 with a few at \$8, practically the entire California delegation coming on direct billing to packers.

Breaks were always severe, buyers taking off 50 to 75 cents on one session frequently; recovery was partial and strained, which is always an infallible indication of a weak undertone. A large percentage of Chicago receipts were billed direct to packers from California, Denver, Kentucky, Tennessee and Missouri points.

Frequently carlot arrivals were not sufficient to make a market, the bulk of Chicago receipts coming in small lots by truck. How truck transportation has expanded is indicated by a single shipment of 1200

lambs from a central Iowa point to Chicago, probably the largest consignment by highway to any market.

The effect of heavy receipts of "direct" lambs to packers may be variously construed. The receiving packer was usually out of the market on the day of arrival, curtailing competition appreciably.

Failure of the native lamb crop to develop was one of the principal agents of demoralization. It had an unfavorable start, discouraging farm-flock owners, and when pastures dried out, coincident with a slump in prices, liquidation was the order of the day. As a price disturber the native lamb lived up to its reputation on this occasion; early or premature liquidation of the crop may be reflected in short runs later in the season to the advantage of western growers. Interior packers handled native lambs in large numbers, flooding urban markets, and a prolonged period of 90 to 100 degree temperatures restricted demand for the product. Chain stores resorted to selling drives, using lamb as a "leader," but the product came in competition with pork loins wholesaling at 7½ to 8 cents per pound. Meat distribution was further aggravated by a flood of beef cut from \$4.75@5.50 heifers and \$4.50 to \$5.25 steers. Any illusion that "inflation" was to appreciate livestock values was promptly dissipated.

Owing to free marketing of new crop lambs from the mid-South, mainly Tennessee, Kentucky and Missouri, slaughter was heavy. But for the torrid spell during the last half of June the dressed market would have held up. It cracked wide open, however, with a surplus of inferior meat carrying wholesale prices down to the lowest level of the year. Expectation that the Chicago Fair would stimulate demand faded out, trade in loins and hotel racks dropping off sharply. Common and medium carcasses were hard to sell,

(Continued to page 28)

To the Wool Growers of the United States:—

In asking for your support this year we do so earnestly believing that we can render to your industry a real service. We base our belief on intimate knowledge of underlying causes which should bring about more remunerative price levels from now on. The National secured substantially higher prices for wool shipped to it in 1932 than it would have brought at home and modestly claims to have played an important part in bringing about recent price advances. The National is your own selling agency. Its future success will depend on your support.

SOL MAYER, President

H. B. EMBACH, Gen. Mgr.

National Wool Marketing Corporation

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Grower Owned and Operated

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Its large and well assorted stocks enable it to satisfy every mill demand.

Under the Unit Marketing Plan now in force, the National is one hundred per cent cooperative and handles wool at cost.

The National does not buy or speculate in wool for its own account.

It strives to market each clip on its individual merits.

Strict economy is practiced in every branch of its activities.

Since its organization in 1929, the National has handled approximately twenty-five per cent of the wool production of this country and is amply supplied with working capital, warehousing facilities and trained personnel, to handle an even larger portion this season.

The National is an approved selling agency for Regional Agricultural Credit Corporations and Federal Intermediate Credit Banks.

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281 Summer Street

Boston, Mass.

Lamb Market Conditions

(Continued from page 25)

culls going as low as \$5 per hundred. Choice carcasses on the other hand help up relatively well, although the bulk of the carcass offering sold in a range of \$11 to \$14 per hundred, choice carcasses realizing \$16 to \$18.

Sheep trade was in the same rut all through the month, live ewes selling at \$2 to \$3, although \$2.75 was the limit on light ewes late in June. Dressed ewe carcasses wholesaled in a range of \$3 to \$6, a few wether carcasses going at \$6@8. Yearling carcasses, in accordance with trade practice, sold in the guise of lamb. An Iowa man who marketed a load of choice light ewes at \$3, ordered an "English mutton chop" at a Century of Progress concession the same day, the tab calling for payment of \$1.50, or half of what he realized on a 100-pound sheep, gross, not net.

At the inception of July lambs were about \$1 per hundred higher than at the corresponding period of 1932; this added value is attributed wholly to the upturn in wool and by-product recently.

J. E. Poole.

Denver

PRICES of lambs closed the month of June at Denver weak to 15 cents lower, with ewes around 50 cents off. Receipts were fair during the month, totaling 128,893 head, compared to 150,415 head during the corresponding month last year.

Sheep trade was active during the month and prices were fairly well maintained. Good fat lambs were selling from \$7 to \$7.15 early in June, while on the closing session best Idahos brought \$7, with others at \$6.75. Ewes that sold from \$1.50 to \$2.75 early in June were bringing around \$1.50 to \$2.50 at the close of the month.

Most of the supply of fat lambs now coming to market is coming from Idaho ranges and ranches, with occasional shipments from Oregon

and some small supplies from Nevada. This stock is being well received on the Denver market and everything offered here moves readily from day to day at prices well in line with those prevailing at other markets.

W. N. Fulton.

Kansas City

ALTHOUGH June closed slightly lower than May and sharply lower than the high point established June 7, the average price level on lambs for the month was the highest in nearly 18 months on new crop lambs, and on yearlings, the highest in any June in the past two years. The yearling price level was \$1.00 to \$1.50 above June, 1932, when record low prices prevailed for fed classes. Another angle for the month was that lambs sold at a higher price per pound than any other class of stock. The top for lambs was \$8.15; for cattle, \$7.00; for hogs, \$4.85. Relatively at least the lamb producer is in a better position than either cattle or hog men.

Last year at this time the lamb market was face to face with declining prices and at no time in the last five months of 1932 did the trade hold much promise. Now prices are higher than a year ago, the supply of fat lambs is no more than sufficient for urgent needs and many are optimistic enough to predict a \$5.50 to \$6.00 fall market for feeder lambs. Wool is bringing much more than a year ago, and pelts have some value now, whereas a year ago they were considered a liability.

Normally June is one of the most uncertain market months of the year. Old crop lambs are re-classified as yearlings and new crop lambs enter the picture as straight lambs without anything very definite in their favor as to dressing percentages. This year the yearling supply held fairly liberal during the entire month and June lambs dressed out better than usual. A rising wool market added strength to the general sheep market.

May closed with best lambs at \$7.25 and June started at \$7.50. There was a steady upward trend in the market until June 7 when an \$8.15 top was recorded. In the next few days the top held at \$8.00 and then dropped to \$7.25 on the 14th. A second upturn started on the 18th that returned to a \$7.90 quotation by the 22nd, and between the 24th and 30th prices fell back 75 cents to \$1.00 to bring the final top for June to \$7.00. The price swing for the month covered a \$1.15 range. However, the bulk of good lambs for the month sold at \$7.50 or better and made the highest average for the year.

Prices for yearlings ranged from \$5.50 to \$6.25 with \$5.65 paid on the close. The market was materially better than in June last year and considering feed conditions and the value of wool, shorn yearlings netted the producer more than had they been marketed as fed lambs earlier in the season. As a rule best returns are made by marketing before the yearling stage is reached.

Old ewes early in the month found a ready outlet, but in the past two weeks prices broke sharply and recent sales at \$1 to \$2.25 indicate that demand is not very urgent. Good young ewes, suitable for breeding purposes, are very scarce and they would find a ready outlet if available. Fat aged wethers sold at \$2.50 to \$3.75. Because of dry weather in Texas the past 60 days the supply of grass fat sheep was materially reduced in June and will be below normal the rest of the season.

It looks like killers here will have to depend on native lambs during July. The supply in this immediate trade territory is not as large as last year and it will have to be marketed closely by early August. It looks like fat range lambs will get a good market reception as soon as they are available.

Naturally the sheep trade is more optimistic than a year ago. It seems reasonable to anticipate higher prices for range lambs, both fat and feeder classes, than prevailed last fall, but at the same time it is well for pro-

ducers to remember that they can bring disappointment to themselves by expecting too much and holding back too long. Under existing conditions the producer can keep his position strong by marketing lambs as soon as they are fat and thus keep supplies well distributed throughout the entire season. The total supply of lambs, August 1 to December 1, will be less than last year and materially short of two years ago. However, the movement could be bunched in such a way that there would be some extreme price swings.

As yet feed crop conditions are too uncertain to base a prediction as to feeder requirements this fall. However, the feeder has the assurance of more liberal credit than a year ago.

June receipts were 166,820 compared with 197,874 in the same month last year when an all time June record was established. In June last year Texas contributed liberal supplies of grass sheep, but were not able to supply many in the past 60 days. Receipts in the first six months this year were 1,020,186 compared with 1,147,789 in the first six months last year.

C. M. Pipkin.

St. Joseph

RECEIPTS for the month of June were 80,682, which was only 329 less than the same month a year ago, but 28,972 under a month ago. Of the month's total about one third were westerns, 5,808 from California, 7,322 from Texas and New Mexico and 11,145 from Idaho and Utah.

Compared with a month ago lamb values are little changed, yearlings are 50@75 cents lower, while older sheep are about steady. On the close best native lambs sold at \$7.25, with bulk of sales \$6.75@7.25. No westerns were received on the extreme close, but choice kinds were quoted \$7.25@7.50. At the high time, on the 12th of the month, both natives and westerns sold up to \$8. A few loads of clipped Californias sold \$6.60@7.25 during the month, but

none were received the last week. A few small lots of western feeders sold \$5.65@6.10, with best on late days at \$5.75. Early in the month fed clipped yearlings sold up to \$6.25, but few were coming on the close, with quotations around \$5.50. Odd lots of natives and westerns went up to \$5.25 on late days. On the close fat ewes were selling \$1.25@2.25, old wethers around \$2.50@2.75 and two-year-olds \$3@3.25.

H. H. Madden.

Omaha

FAT lambs on the Omaha livestock market hit \$8 early in June, the highest point reached since August, 1931. The rally was of short duration, and after less than a week at the peak, prices receded gradually to from \$7@7.25 and that was the predominating quotation for the greater part of the month. At the windup prices were hovering at or near to the same figures which prevailed at the close of May. There was a one-day flurry at mid-month, when both Idahos and natives sold at \$7.50. Natives were the favorites with buyers as the month ended, selling freely at \$7.25, which was on a steady basis with a month ago. Quality of the western woolled lambs was not extraordinary, and they, along with tail ends of fed shorn lambs brought to market from nearby feed lots, suffered a reaction and were selling generally from \$6.50 to \$6.75, although those of better grade brought \$7 and choice kinds ranked with the natives in the few lots that were offered. Prices on the rank and file of westerns and fed lambs, excepting those of the highest quality, were around 25 cents lower than in the final transactions in May.

Receipts for the month fell approximately 20,000 under the arrivals in June, 1932. A good percentage of westerns from California, Idaho and Oregon were re-

ceived, but supplies from those sections were below normal.

Feeding lambs in Omaha are approximately \$1 lower than a month ago. Choice feeders, mostly westerns, changed hands during the closing week in fair volume at from \$5.50 to \$5.85, while those less desirable ranged on down to \$5. Feeders reached a high point of \$7 early in June, but receded to the present levels at mid-month and have remained practically stationary since then. There was a seasonal lull in activity in the feeder trade in June, with the demand limited by the prolonged hot, dry spell, which made local feeders somewhat reluctant to fill their lots.

Outside demand was seasonally negligible. Supplies were not excessive, however, but few offerings of choice feeders arriving from the West. A large proportion of those which went out were animals which were considered too thin for slaughter. Only one straight consignment of western feeders was received. They were woolled lambs from the Idaho range, and carried quality enough to bring the prevailing top price of \$5.85. Middle August usually finds an increase in outside demand for feeders, and unless this potential outlet is too hard hit by the heat and drought, it is not likely there will be any difficulty in disposing of all available offerings. During June, only about a third as many lambs and sheep went out for further finish, the total for the month being 13,010, compared with 31,729 in May and 20,660 in June a year ago. Nearby Nebraska feeders took the bulk of the May offerings, putting 9,493 head into their lots, and 2,921 head went to Illinois. The remainder were scattered.

Demand for breeding ewes has been a little more in evidence recently, but the desired kinds have been limited in supply. Good to choice breeding ewes are quotable from \$2.85 to \$3.25 and some have been moving at that figure. Those of real choice quality are priced up to \$3.50.

H. F. Lee.

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NORTH SALT LAKE, UTAH

Around the Range Country

(Continued from page 12)

NEVADA

Unusually warm weather prevailed, excepting the last week when it turned somewhat cooler, but was still warmer than normal. Rain was deficient, everywhere, no important amount occurring in any extensive area. The ranges are as a consequence drying out steadily, and rain is becoming sorely needed in large areas. Livestock are reported to be doing fairly well, some of them being good.

Cherry Creek

June was a fine month here. Although it has been very dry, the feed is still good. The outlook for feed on the summer range, however, is below the average. Lease prices on grazing lands, other than those controlled by the federal government, are just the same as they were in 1932.

I haven't heard of any transactions in this year's crop of lambs, or in shorn yearling ewes. The lamb count this year is about 20 per cent short of what sheepmen of this section raised in 1932.

Forty dollars is the prevailing wage for herders and camp tenders.

E. C. Murphy.

Elko

Range is good, but in some sections the wind is drying it up (June 26). Summer range is good.

The percentage of lambs raised in this part of the state would not average over 65 per cent. One lot of shed lambs was sold at 5½ cents, delivered at the railroad, but I have heard of no other deals in this year's crop.

On private grazing lands lease rates are from 20 to 25 per cent less than they were a year ago.

Herders and camp tenders are getting \$40 a month.

D. D. Ogilvie.

McDermitt

Feed is good (June 23), but the weather is very hot and dry. On

the summer range the feed is beginning to dry and it looks as if it will be scarce. We are paying about as much for leasing private and state grazing lands as we did last year; they may be slightly cheaper, but not much.

There have been no deals in lambs or yearling ewes in this section. I think, on the average, the yield of lambs was somewhat higher than that of 1932.

Camp tenders get \$50 a month now and herders \$45.

J. Holloway Brothers.

UTAH

This has been the warmest and the driest June of record at many places, temperatures being excessively high nearly the entire month, and there being practically no rain anywhere. Alfalfa had to be cut early and short in many places because of weevil infestation; but some more northerly sections are cutting satisfactory crops. Owing to the wet, cold May, conditions are not so droughty as might be expected, but crops and ranges must have rain soon to prevent rapid deterioration, as water supplies are dwindling. Livestock average only fair as a general rule.

COLORADO

It was a warm month, with numerous local showers, but the showers were insufficient, and yielded below the usual amounts of moisture. As a consequence the state as a whole needs rain, though not seriously so far. The first alfalfa haying progressed generally with rather good weather. While forage is dry and growing less luxuriantly in places than usual, livestock have nevertheless done well and are in good condition.

Manzanola

Feed and weather conditions have been good during June in Otero and Pueblo counties, that is, the southeastern and southern sections of Colorado. Summer range feed, especially in the eastern part, is only very spotted at this time (June 26).

The lamb crop of this district is estimated to be about 75 per cent of that produced in 1932.

Mt. Pleasant Rambouillet Farm

Madsen Type



In October of this year we will have 700 head of registered Rambouillet ewes, yearlings to five and six years, to sell at very attractive prices or will lease to right party.

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XENIA, OHIO

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Jeter Arnold.

NEW MEXICO

The month started off quite unfavorably for stockmen, as the range was so dry it had ceased to grow and was browning over extensive areas. Livestock were thin and averaged only fair to good. Later, rains gradually resuscitated the pasturage and livestock began to improve, so that as the month closed conditions were very much better than when it began. Only parts of the southwestern portion continued to manifest droughty conditions, and report some thin livestock.

ARIZONA

A warm month was reported generally, much warmer than usual over extended areas; and there was not enough rain anywhere. Local showers of beneficial proportions occurred, but as a rule the state remained too dry. The range is too dry to make the best of feed; hence many livestock are thin or in only fair condition. This is the prevailing condition, very few localities reporting livestock in good condition.

Phoenix

June weather and feed conditions have been o.k. here, and it looks as if summer range feed would be good. Grazing lands can be leased for half as much as it cost us last year.

Our lamb crop was about the same as that for 1932.

Herders and camp tenders are getting \$30 a month.

Geo. W. Stermer.

WESTERN TEXAS

Warm weather prevailed over this area though it was not so excessively hot in the last two weeks. Showers occurred at timely intervals, covering the grazing area fairly satisfactorily excepting the Panhandle area, where the range has shown some deterioration because of the drought. Livestock in general are rated in fair to good condition, but would be improved if they had more rain for their ranges generally.

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